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THE AMERICAN
BOOK TRADE JOURNAL

WITH WHICH IS INCORPORATED

The American Literary Gazette and Publishers' Circular.

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VOL. LXXXII., No. 19. NEW YORK, November 9, 1912 WHOLE NO. 2127

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2

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SEASON'S

2

SUCCESES

TALKS TO



THE TRADE

No. 7

One of the most important points which the book-seller should consider in the exploitation of any book is his window display. The more important the book, the more original and attractive the display should be.

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Index to Dates

OF CURRENT EVENTS

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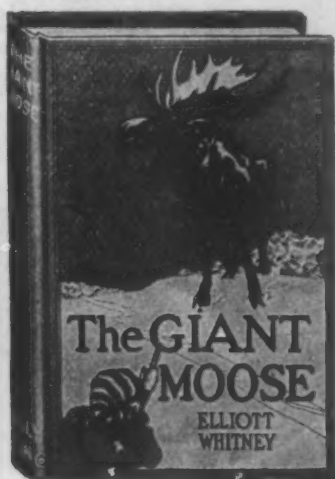
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298 BROADWAY

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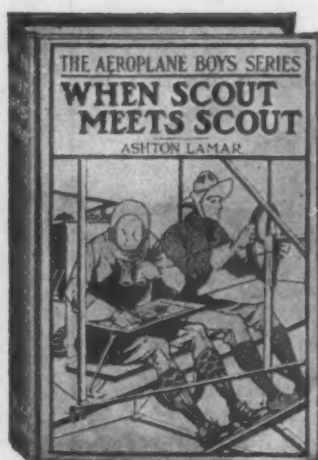
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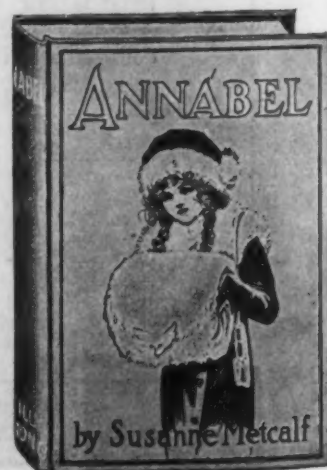
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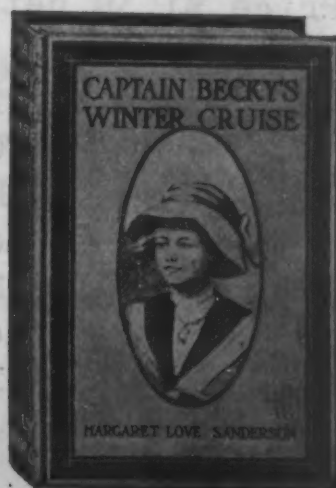
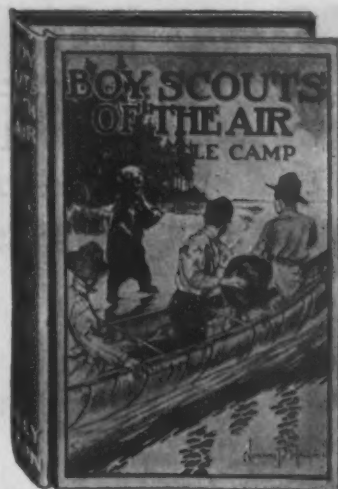
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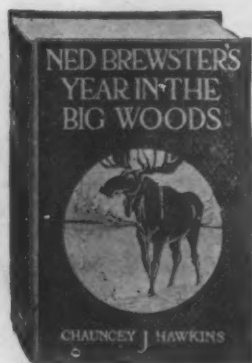
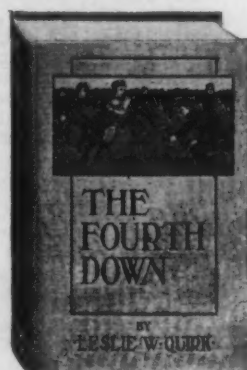
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The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

November 9, 1912

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Publishers should send books promptly for weekly record and descriptive annotation, if possible in advance of publication.

For subscription and advertising rates see first page of Classified Advertising.

"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."—BACON.

THE ELECTION AND BUSINESS.

THE election is over—and the expected has happened. There has probably been no Presidential year in which the fears that the election, during its progress or in its results, would unsettle business have been less than in this year of grace, 1912. There was apparent in the spring some slight tendency on the part of publishers to hold back from full publication this year; but even in the midst of the excitement and perplexity of the conventions this tendency seemed to disappear, and so far as we have learned, the fall has been entirely normal. There has not been much complaint, in fact, that readers have been diverted by political reading from the reading or buying of books, or that retail booksellers have accordingly diminished their purchases. Let us hope that the bugaboo of the demoralization of business during the Presidential year has been permanently disposed of.

Tariff reduction, which has been used by some politicians as a threat against business, has lost its terrors, even for the most strenuous upholders of the tariff. President Taft had asked the Republican Congress to provide lower duties than it did in the Paine-Aldrich bill, and even while he was vetoing the measures of the Democratic House expressed his belief that tariff reduction in some other way was desirable. Mr. Roosevelt has also been a prophet of tariff reform and reduction, in some fashion that would conform to his views. Finally, President-elect Wilson, a trained student of business and economics, as well as a practical executive, has shown

himself to be a conservative in method while aiming at radical results. It should be an assurance of reasonable and effective action that at last the Executive and Congress will be of the same political faith, so that definite results will be achieved and the country no longer be kept at odds by disagreement between the two branches of the government.

It is admitted that the high cost of living, though general in all countries, has been peculiarly a disadvantage, industrially and economically, in this country, and that every possible remedy must be applied to check further increase and reduce present prices. So far as the tariff, in connection with trusts, has been operative to increase prices, the remedy will doubtless be sought, and we hope found by President Wilson's administration. There must, of course, be readjustment, in the tariff and in business, to bring about this end; but it should not be a violent or harmful change. In fact, the decrease of prices should increase the volume of business and the actual prosperity of the wage-earner.

It may here be noted that the prices of books have not advanced to keep pace with the increase of prices in other commodities, and that, therefore, any readjustment will effect these least of all. It ought, on the contrary, to leave larger margin for book buying, and thus to better the business of making and selling books. This year our Thanksgiving will recognize the most abundant of harvests, and even the industrial prosperity of this country is founded in the finality on the products of nature. So long as crops continue good and the nostrums of political quackery are ignored, there should be industrial prosperity and political peace. We may safely look forward to a continuation of national prosperity, which will increase rather than decrease under the favoring circumstances which seem to be before the nation.

THE READING ZONES OF THE UNITED STATES.

GRACE ISABEL COLBRON, IN THE OCTOBER
"BOOKMAN."

If the Great American Novel should finally appear—that is, should be recognized—would the great American public recognize it as such? Which is another way of putting the question as to whether the great size of our country, with its wide diversities of social conditions and types, would not defeat an attempt to portray a strictly national type as much through the diversity of taste among the reading public as from any other cause.

The thought is interesting, and it gave the impulse to an investigation of reading tastes in the States, of which the following is the result. The conclusions offered here are by no means final, nor do they aspire to infallibility. But they are the summing up of a consensus of opinion among many of those engaged in making and distributing books, and they may prove interesting to readers of books.

There are, it would seem, certain well-defined reading zones in the United States, although in many places the boundary lines are blurred, and unexpected and amusing exceptions crop up to disprove—or is it to prove?—a cherished rule one would like to lay down. Speaking in general, these larger reading zones are those of the East, the South, the Middle West, and the Pacific coast. Within these larger zones are innumerable smaller zones of urban and rural districts, and the influence of a few great cities makes as distinct a factor in judging the run of reading taste as the so-called corner influence does in judging the value of city lots. The larger zone, which we can roughly designate as the East, has a greater number of smaller zones than do the Western divisions. The East, with its older culture, takes its individual tastes in reading more seriously, and shows more highly developed differences in the ability to discriminate and criticise.

The most important smaller zone is that belonging to New York City. This great center of commercial activity is one of the great book-making and book-distributing centers of the country. Its readers show initiative taste sufficient to justify its treatment as a separate zone. From the point of view of its tastes in reading, New York shows some characteristics that are typical of large cities, some that are typical of the East in general, and still others that are distinctly typical of New York alone. And it is an interesting fact that, in spite of New York's immense importance as a book-making and book-distributing center, it has not the wide range of influence that Chicago has, for instance. For near New York are two other great centers of literary activity, Boston and Philadelphia, with their own peculiar tastes and their own influence.

New York shows a well-defined liking for novels of the more emotional character, but it has no marked distaste for the problem story. It shows appreciation, but does not attempt to compete with Boston in its avidity for that particular type of writing. New York also likes detective stories, a liking which it shares with other large cities for the following reasons: Detective stories seem to make their strongest appeal to the retired lawyer, and that individual familiar to the theatrical manager as the "tired business man." Now, this tired business man and the re-tired lawyer abound mostly in cities or in the residential suburbs around the large cities. Such localities, therefore, offer a steady market for stories of crime and detection.

New York, being the foremost theatrical center of the country, likes all things theatrical,

and therefore enjoys theatrical stories. "To M. L. G.," one of the books at present enjoying great popularity, found instant appreciation in New York. In regard to this book, Philadelphia and Boston did not object to following New York's lead, and St. Louis and New Orleans fell rapidly into line. But strange to say, Chicago, which is a growing theatrical center and greatly jealous of New York in this regard, has not yet discovered "To M. L. G."

New York likes adventure stories, as do most older cities. It seems to afford the city dweller, sitting at home in his well-protected house, with neighbors pressing close, a keen delight to read of hairbreadth escapes and the hardships of adventuring through wildernesses. To the impartial observer, it would appear as if anyone who habitually trod the pavements of New York could find a sufficiency of hairbreadth escapes coming his way each day to satisfy his longing for that sort of thing. But apparently it does not.

New York is influenced far more by book advertising than by the book reviewer, or by the personal influence of the bookseller, so potent a factor in other localities. The city is so big, its life so complex and scattering, that the individual is more apt than elsewhere to come under the spell of the glaring advertisement which he can read at a glance as he runs. And even New York readers are still very unsophisticated with regard to book reviews. "I saw your book advertised the other day," a friend will tell you when what he means is that he glanced at a review. With the layman's artless innocence he thinks the review but another sort of paid advertisement.

By reason of its busyness, probably, New York is not as greatly influenced by a well-known name signed to a book as are other communities. It is perfectly willing to give a new writer a chance, and it discriminates between the good and the bad books, even when written by its old-time favorites. It has a liking for stories of local setting, but it shows a good-natured tolerance of criticism, enjoying cheerfully the most scathing arraignment of any phase of its life. It has the tolerance of the big strong man for the stones thrown at him by small boys behind the fence. New York is so fond of stories of local setting that it offers a good market for some books which the rest of the country does not seem to care for. An instance of this is the case of the mystery story, "Cab No. 44," by R. M. Foster. Had this book been taken up by the rest of the country as it was by New York, it would have led the "best-seller" lists for several months.

New York reads stories of society life eagerly, be the setting local or otherwise. But in this regard it would be most interesting, if it were possible, to take a census of the individual reader. For in this way we could prove or disprove the truth of the assertion made by a clever publisher who believes that stories of society life are most eagerly bought by readers in the side streets, in the suburbs and in the smaller towns. He asserts that

even so thoroughly fine a book as "The House of Mirth" owed a large part of its wide popularity to the fact that people who were not "in society," but wanted to be, felt a degree of comfort in finding out how thoroughly rotten "society" is. The same statement may explain the popularity of Elinor Glyn's stories.

And so many New Yorkers come from elsewhere, New York can't find out just which writer is indigenous to the soil, and has, therefore, little or no local pride in any particular writer. It has its favorites, but the place of their nativity is not a factor in their popularity, as it often is elsewhere. New York shares with other cities a liking for such writers as Edith Wharton, Robert Herrick, Jeffery Farnol, Winston Churchill, Hopkinson Smith, David Graham Phillips and Richard Harding Davis, whose books appeal more strongly to the sophisticated tastes of the big town, rather than to the readers in smaller cities or rural districts.

In a city as large as New York, certain little individual zones of reading tastes show themselves within the town itself. These are more apparent to librarians than to booksellers or publishers. One amusing instance of the kind is furnished by the Borough of Richmond, which is Staten Island. Staten Island was a flourishing rural community while New York was in its infancy, and it is still a rural community. In its book preferences it resembles the isolated rural communities all over the country far more than it does the great seething town of which it is a part. It adores "The Rosary," and the books of Harold Bell Wright, typical favorites of rural communities everywhere.

With its many schools and its vast library system, New York is an excellent market for serious books. But in these, too, it shows definite likings. It prefers its serious reading to have a practical side, the utilitarian, rather than the metaphysical, attracts it. It leaves it to Boston to develop a cult for Nietzsche, but itself is greatly interested in the "Montessori Method," just at present the best-seller among non-fictional books.

II.

Boston has the reputation of being the most catholic book town in the United States. Which is natural in a city that divides its favors equally between Ibsen, Browning and the latest baseball star. But Boston has also the reputation of offering a sure and steady market for "high-brow" literature, be it fictional or non-fictional. In regard to its reading tastes, Boston lives up to its position as the Hub of Culture. It knows what it owes to itself, and is willing to spend money on its avowed preferences. But it will also read lighter literature, particularly during the baseball season, when there is so little of the leisure necessary for the appreciation of a serious book. Once the baseball season is over, however, Boston prefers novels that appeal to the intellect. It really and truly likes and understands Henry James, but its heart is always ready to respond to a touch of sentiment. For the in-

tellectual center of the East put aside its pride of leadership and humbly followed Minneapolis in booming "Bob, Son of Battle." The Western city discovered that charming book after it had languished some months unnoticed, and Boston fell in line promptly with hearty appreciation. Boston liked "Stover at Yale" better than it did "To M. L. G.," although it accorded the latter book a cordial reception. It shows a faithful, steady liking for Margaret Deland's novels. Like New York, it is hospitable to foreign authors of promise, and it extended the hand of welcome to William De Morgan and Jeffery Farnol, while the Middle West looked on uncertain. Boston likes Yeats and Zangwill, but, on the whole, does not make as good a showing in the reading of published plays as does Chicago. This is another of the exceptions to any rule of taste. For the liking for published plays shows a high state of mental development, and yet Chicago goes ahead of Boston here.

Boston is not as large a distributing center as are New York or Chicago, which makes its preferences a truer guide to the individual taste of the city itself. It is sufficiently concentrated to evince local pride in a native-born author. As an instance, it buys fully one-third of all the copies that are sold of Percy Mackaye's books. But, then, again, Boston cannot always be depended upon to like stories with local setting. The delightful "Phoebe and Ernest" books of Inez Haynes Gillmore, with a setting of Boston suburbs, do not sell nearly as well in Boston as they do in the Middle West.

In some respects, Boston epitomizes the reading tastes of New England generally, although it is much more catholic. New England's reading tastes are serious, as a rule. But it has little taste for stories of local setting and shows resentment of criticism of local conditions. It has, however, recently made a notable exception in favor of Joseph Lincoln, whose Cape Cod fisher stories first sprang into popularity in the very locality they portray. The growing interest in Mr. Lincoln's works throughout the country seems to disprove the assertion of many publishers that New England, as a setting for a novel, does not interest any part of the country particularly. New England reads much, but buys books very slowly and carefully, liking them for their contents rather than for their appearance. The handsome gift book with the well-worn or unimportant text is a drug in the New England market. New England shares with the Atlantic coast generally a liking for foreign authors and foreign settings. And it feels the influence of the immense amount of book advertising which is so concentrated in the East that it becomes a large factor in bookbuying there.

Philadelphia, in spite of its proximity to New York, shows a considerable amount of independence. In general, it partakes of the characteristics of the Eastern coast, but it likes some books that New York does not seem to care for, and pushes them through to popu-

larity. An instance of this was shown by the selling of a success of some years back, "The Divine Fire," by May Sinclair. Every week for several months the Wanamaker Company ordered one hundred copies of the book. Ninety of them were sold in the Philadelphia store and ten in New York. It was Philadelphia that discovered the book in the first place.

Philadelphia is a stronghold of popularity for the books of Owen Wister, and recently it has shown that it prefers "Stover at Yale" to "To M. L. G.," in this respect agreeing with Boston rather than with New York. With the other Eastern cities it buys the greatest proportion of the novels of A. E. W. Mason, but it has not been as much interested in "The Patrician," by John Galsworthy, as have Boston and New York.

III.

The South, although belonging to the Atlantic coast, in part, shows a great many individual preferences. It is a heavy buyer of fiction, preferring the emotional love story. The South is intensely loyal to its own writers, and local pride is an important factor in the book buying. The South will endure any criticism, adverse or favorable, in a book written by a born Southerner, but it resents bitterly Southern stories that are written by outsiders. It has its local authors and local preferences. Thomas Dixon, for instance, sells best in the South, wherever the theme of his books is a burning question. For in the case of the writer, the problem presented often overcomes the human interest. One of the few exceptions to the fact that the South is the heaviest buyer of its own authors' products is shown by Corra Harris, whose books sell better West of the Mississippi than they do throughout the South.

The South is an excellent market for the expensive gift book which New England, for instance, will not take. The Southerner likes to spend money on his best girl and buys her a pretty book for the parlor table, without paying much attention to the contents.

Chicago is the great distributing center of all the West, and also an active publishing center for many books popular throughout the Western States of which the East never hears. Chicago reads more published plays than any other American city, a fact which may be due to the many theatrical experiments for which Chicago has recently become famous. Chicago sets the pace for the Middle West more definitely than any of the great Eastern cities influence their surrounding States, and its likes and dislikes are felt out to the Pacific coast.

Generally speaking, the Middle West likes adventure stories with plenty of go in them, and it is strongly patriotic. It has little interest in foreign authors, but prefers American stories written by Americans. It shows strong local pride, in different localities, in the native-born author. The rural districts resemble those of the East in their fondness for the love story with a sentimental and slightly religious touch. This sort of story seems to make the reader in the small town and in the

rural district feel that he is enjoying himself, while at the same time experiencing a moral uplift. George Barr McCutcheon is a strong favorite throughout the Middle West. Not that the Middle West appears to have any wide interest in princesses, as a general thing. But this particular writer seems to portray a princess as the Middle West likes to imagine her; so he is read with avidity.

Certain localities throughout the center portion of the country show individual likings, generally influenced by local patriotism. The preference of Denver and Cleveland for Edna Ferber, the particular spots elsewhere that show a strong fancy for the writings of Mrs. Wilson Woodrow, Zona Gale and Susan Glasspell, are cases in point.

A peculiarity of the reading zones of the West which is not noticeable in the East is the strong personal influence of the bookseller and the reviewer. In the East the last-named individual, if he be conscientious, is often oppressed by a sense of the utter futility of his labor. It may come as a crumb of comfort to him to know that there are certain reviewers, notably in Denver, New Orleans, Los Angeles and Chicago, whose criticism can make or kill a book. They have really achieved the ultimate ideal of every honest reviewer—to become a leader of literary taste.

The Pacific coast is a larger reading zone of itself, subdivided into smaller zones showing the greatest diversity of taste. The Northwest coast, Washington and Oregon, likes adventure stories, and also likes to read about itself. Rex Beach first came into favor in the very locality that he best portrays, and Jack London has always been cordially received there. *A propos* of this virile and versatile writer, it may be interesting to learn that his South Sea Island stories have aroused strong resentment among the reading public in those islands. But in the Northwestern States, and particularly over the border in Canada, they are strong for London.

The Northwest coast and a part of California, allowing for individual differences, represent largely the taste of the Middle West. But as we go further South we come to a transplanted bit of the East in Los Angeles.

\$31,594 FOR LICHTENSTEIN COLLECTION.

THE grand total for the sale of Sol Lichtenstein's books, at the Fifth Avenue Art Galleries, last week, amounted to \$31,594. The highest price was \$1000, paid for an extra illustrated set of Balzac's works, translated by Katherine P. Wormeley, forty volumes on Holland hand-made paper. This set was limited to ten copies, and its publishing price was \$6000.

An extra-illustrated set of Shakespeare's works, edited by W. E. Henley, twenty volumes, limited to twenty-five sets, was bought by W. E. Schumacher for \$720. Albert Hausman paid \$141 for Alderman Boydell's own copy of his "Shakespeare Illustrations."

An "edition des amateurs" of Victor Hugo's

works was knocked down to Mrs. Hathaway for \$365. "The Tragedy Queens of the Georgian Era," by John Eyvie, was bought by S. Van Buren for \$215. "Memoirs of Elizabeth, Her Court and Favorites," by Sir Robert Newton, London, 1824, went to A. Seligman for \$220. L. Lawrence paid \$324 for a twenty-four-volume set of Tolstoy's works, extra illustrated. A set of Charles Lever's works, forty volumes, was bought by the Brunswick Book Company for \$560. A set of Charles Dickens' works, Riverside Press, was knocked down to A. C. Baylis for \$488. A set of Alexandre Dumas' works, on Japan paper, Riverside Press, was bought on order for \$720.

The total for the first day was \$4338.30, and the highest price paid for any set of books was \$960 for Shakespeare in twenty volumes. Only fifteen copies of the set are known to have been printed. Each volume was bound in levant, with oil paintings on the inside of the covers. At the present time it is said that there is not another set like this one in existence. G. W. Carmer was the purchaser.

Dr. Walters purchased a rare edition of the Waverley Novels, this set being the only one of its kind in the country. It was sold for \$277. An uncut edition of Scott's works was purchased for \$168.

A law book, published by Andrew Bradford in Philadelphia in 1722, and said to be the first law book published in America, brought \$50.

A limited edition of the works of Charles and Mary Lamb, the leaves of which had never been cut and for which Mr. Lichtenstein is said to have paid \$600, was sold to Mrs. A. Kohn for \$50.

A LONDON LETTER.

Special Correspondence to the PUBLISHERS' WEEKLY.
THE "NET SYSTEM" AND ITS EFFECT ON BOOK PRICES.

LONDON.

THERE is some little discontent here among the public libraries against the net system of bookselling.

"We cannot," the libraries say, "buy books so cheap now as we did before the net system came in, or rather before it became as extensive as it is now. This is serious for us and for the public, because it means they are not getting the same choice and supply of books that they once got, for the simple reason that we cannot afford to buy those books. The net system may or may not be good for the book trade, but public libraries never have very much money to spend, and want to make that money go as far as possible."

That, in effect, is the statement which those in control of our great public libraries make, and up to a point there is no doubt something in it. It is probably true that in England the net system has tended to increase the price of serious books. Its father was really John Ruskin, although he did not know, perhaps, that he was fathering such a large prop-

osition. He said, if you remember, that people should pay a good price for good books, and, as his own publisher in the first place, he put a high price on his books. This policy he continued for quite a while after his friend, George Allen, had become established as the Ruskin publisher. The result was that Ruskin's writings took a long time to get about, but two things were secured by his private net system; in the first place they got into the hands of people whom he wanted to have them, and, in the second place, the income from them was, perhaps, as large as it would have been if more had been sold at lesser prices.

Out of this attitude of Ruskin towards the sale of his own books there undoubtedly grew what one may call the nest-egg of the net book system. Thanks to an extensive discount method in London and the other great British cities, bookselling reached a stage where it almost refused to provide a living for those engaged in it. The cut price became so general that bookseller after bookseller went under, and it looked as if only big men and the big organizations were going to survive. Just at that time Sir Frederick Macmillan, the head of the well-known English house which bears this old Scottish name, said to himself, "Would we not be helping the bookseller and not doing any harm to ourselves if we made our chief serious books net-priced?" Straightway he proceeded to do so, and the experiment was so well received by the booksellers that, within a few years, almost every other publishing house had adopted the net system.

Its benefits have been very clear and very marked during the past ten years, and the tendency in all that time has been for more and more books to be published at net prices. Indeed, it may be said that now nearly every book of moment, which is not fiction, is issued by the publisher at the price at which it shall sell to the public. We even have net fiction, of course, at 2/- a volume, and the public has bought it pretty widely, but so far there has been no attempt made to make the 6/- novel net. Probably there will be no such attempt, and that for very particular reasons, which need a word for themselves.

We have in England, what you do not have in America, to the same extent anyhow, circulating libraries—Smith's, Mudie's, Boott's, the Times Book Club and others less well known but still important. A quarter of a century ago the chief business of Mudie's was to handle the three-volume novel, which, in a way, was invented to suit the needs of the English circulating library. The three-volume novel was founded, therefore, on a set of artificial conditions which could not possibly last, and so it collapsed, as can now be seen, to the benefit, and not to the loss, of the book trade.

There arose in its place the 6/- novel, which stands for a price that the man anxious to directly buy a new novel is able to give, a price, too, which very well suits the circulating library. Thus its whole influence is be-

hind the 6/- novel, and that has to be borne in mind by the publisher. The circulating library is still a great consumer of books, although not to the extent it once was, and naturally publishers do not want to upset its custom if they can possibly help it. Therefore the 6/- novel will continue on the discount basis, but almost every other sort of book is likely, within the next five years, to be entered at a net price in all the publishers' lists.

It is unfortunate that the librarians here are so handicapped for means to make book purchases. It is notorious and regrettable that money for public libraries in England is parcelled out with a niggardly hand. Knowing this, librarians have, in the past, always been on the outlook for book bargains. That is to say, they not only demanded discount on books, but they demanded large discounts for large purchases, and they were particularly keen on books at broken prices.

Now a notable effect of the net system has been to keep books from getting into the market at broken prices, with the result that here is a source of supply which has largely dried up for the libraries. If a bookseller happened to have a dozen volumes which looked like hanging on his hands, he was tempted in the old days to sell them off to a friendly librarian at almost any price. To-day, however, he knows that that book will never be available at less than its net price, and he says to himself, "It is quite a good book, it is bound to go some time, and I will hang on to it."

OUR REALISTIC FICTION.

SOME publishers have recently been saying that the novel-reading public to-day wants books dealing in a serious way with serious aspects of life. The professional book reviewer is of the same opinion. The difficulty in making any general statement regarding what people want to read at any given time is that there are so many people who read books, in this country, at least. To say that the trend at present is to the realistic novel does not mean that the trend is away from any other kind of fiction. Actually, we find that the different types can flourish side by side. Best-sellers of the romantic, swashbuckling, quite inconsequent kind continue to be written. Perceptibly nearer to the truth of life are the short novels of homely sentiment, whose remarkable popularity during the last few years has been one of the notable features of the publishing trade. Dealing with the elemental subjects of home, motherhood, child life, and the quiet ways of ordinary married folks, they are still too heavily steeped in the sugar-coat of sentiment for the discriminating taste or the robust appetite. The needs of this last public are now being answered by a growing army of realistic writers, who work in the line of one of two traditions, which may roughly be characterized as the native and the foreign traditions, with the latter more conspicuously in the foreground.

The novel cast in what we call the foreign tradition deals with the problem of sex in an outspoken manner that goes far toward removing the reproach of hypocrisy and evasion which the continentals are fond of bringing against the Anglo-Saxon writer. The development is parallel to what has been manifested, perhaps in more striking form, in the theatre. What one dramatic critic has said of some of our new plays will hold good for fiction. Subjects are being discussed that five years ago would have had great difficulty in obtaining a hearing; and they are being discussed without undue attempt at circumlocution. In a way, it is the stage that has influenced the novelist, for many of the outspoken novels of the last year or two deal with the un-moralities and immoralities of stage life. The general cause is to be found presumably in the new humanitarian movement. From a sociological treatment of the problems of poverty, on the one hand, and the problems of race regeneration on the other, it was a logical step towards the book dealing, in the form of fiction, with those men and women who, by temperament or because of external conditions, find themselves out of joint with the established social scheme. Attention is concentrated on the type of male whom Mr. Howells has characterized as still imperfectly monogamous, and the unfortunate woman. We are developing a literature of self-revelation. The example of Romain Rolland's "Jean Christophe" is working on us by way of England. The realistic novel of to-day is cast frequently in autobiographical form, concerns itself with the details of an entire life history, and lays principal stress on irregular sex relationship.

How far may this foreign tradition be regarded as entering permanently into our literature? Is it a phase of evolution, or is it merely a fad? The question resolves itself into one of sincerity. If the view of life and of the artist's duty, in the face of life such as obtains on the Continent, has really imposed itself on our young writers, if the scales of hypocrisy and false sentiment have fallen from their eyes and they have begun to write boldly because they have begun to see life boldly, then there is little more to be said. If the new literature is alien in spirit to what we have called the native tradition, so much the worse for the native tradition. Under pain of national stagnation, the young writer must be allowed to voice the truth as he sees it. His sincerity is his justification. But how if he is not quite sincere? How if the impulse behind the new type of novel is not conviction, but imitation? Here enters that amazing technical facility of the native author which is at once his pride and his peril. He can set his hand to anything. If one type of novel or play makes a hit, it will be reproduced by the dozen and the score. If the big success of the season is an Oriental play, then it will rain Arabian Nights, China, Japan. If sex, boldly discussed, makes a hit, the literary journeymen go in for sex. They will go in for it boldly, or only cautiously, or timidly, altogether in accordance with the state of the

public mind. They are fearfully facile, these clever young men of the stage and the pen, but they often lack conscience. We have no assurance that two or three years hence they will not have forgotten sex and be busy with historical plays and melodrama.

What makes one doubt the absolute sincerity and the consequent permanence of this foreign realistic tradition is that it runs counter to a tradition of realism that has long flourished among us. We are not confined to a choice between the ideals of the ultra-modern European school and no ideals at all. Among us, William Dean Howells, Frank Norris, Robert Herrick, to mention only a few, have worked in the realistic tradition. They have painted life honestly, they have eschewed sentimentality, they have not been afraid of dealing with intimacies. The radical may deny that these men have lived up to the highest demands of veracity in fiction. The very fact that their books lack the bold characteristics of the European manner will be cited in their condemnation. But at bottom it is more honest in a writer to practice reticence if the spirit of the civilization in which he lives works for reticence, than if he were to look for his methods abroad. The case of Frank Norris is all the more instructive, because he began as a disciple of ruthless naturalism. In "McTeague" he imitated Zola. But as he developed his work swung away from the European models to the American tradition, as typified in his "The Octopus" and "The Pit." Evidently there is something in the air which makes for restraint among us.—*The Evening Post* (N. Y.).

BURROWS BROTHERS, CLEVELAND, CHANGES HANDS.

ANNOUNCEMENT was made in the Cleveland papers of November 4 of the sale of Burrows Bros., one of the largest book and stationery stores between New York and Chicago, to a new company headed by John J. Wood, who has been connected for seven years with the Korner & Wood Co. of the same city. Charles W. and H. B. Burrows, who have owned a controlling interest in the big Cleveland establishment, have sold their holdings to the new company.

Besides Mr. Wood, J. A. Robinson, former treasurer of the W. Bingham Co., Cleveland wholesale hardware corporation, is a leading spirit in the group that has purchased the book establishment.

Charles W. Burrows is sixty-three years old, and retires from the Burrows company to take a rest. "After a good long vacation," he remarked, "I may enter business again in lines more closely associated with publishing." The Burrows Bros. Co. began business as a partnership thirty-nine years ago on the site now occupied by the Williamson Building. They were the first merchants to open on Euclid Avenue.

Concerning the future plans of the purchasers of the store, no details have been

given out, except that no immediate important changes are to be made other than Mr. Wood's accession to the management, and C. W. Burrows' retirement. H. B. Burrows is a resident of New York City, and for some years has taken no active part in the store's government.

Mr. Wood came to Cleveland from Philadelphia in 1905, and took an active interest in what then was Vinson & Korner. This became the Korner & Wood Co., Mr. Wood vice-president, and Harry V. Korner president and treasurer. It is understood that this company will continue as heretofore.

TRADE ASSOCIATIONS.

BOOKSELLERS' LEAGUE.

THE November dinner of the Booksellers' League will be held at the Hotel Brevoort, Fifth Avenue and Eighth Street, Wednesday evening, November 20, at 6:30 o'clock. It will be an "Army and Navy Night," the speakers being Capt. Paul B. Malone, U. S. A., author of the West Point stories; Capt. C. E. Kilbourne, U. S. A., author of "An Army Boy in Pekin"; Commander Edw. L. Beach, U. S. N., author of the Annapolis books; and Lieut.-Commander Yates Stirling, Jr., author of the U. S. midshipman stories.

Unless members notify Charles A. Burkhardt, 31 West 23d Street, the treasurer, of their intention to be present, before November 18, no provision will be made for them at table, and they take their chance of being left.

Recently elected members of the League are:

Bailey, Lawrence B., Rand, McNally Co.
Barse, William J., Barse & Hopkins.
Carroll, Joseph V., Bobbs-Merrill Co.
Corrigan, M. A., The Baker & Taylor Co.
Cross, L. M., The Vir Publishing Co.
Dean, Edward L., Brentano's.
Estabrook, Joseph A., William R. Jenkins & Co.
Graham, W. K., McDevitt-Wilson.
Harris, Lawrence, New York Car Advertising Co.
Holt, Guy Carleton, Doubleday, Page & Co.
Hough, Leonard A., The Baker & Taylor Co.
Knapp, F. H., 500 West 144th Street, New York City.
Ladd, Fred H., Niel Morrow Ladd Co.
Langmann, Henry W., Brentano's.
MacLaughlin, H. B., American Book Co.
Mershon, W. L., Jr., John Lane Co.
Marx, Henry, Publishers' Printing Co.
Mendel, Richard, Baker & Taylor Co.
Moffit, J. A., Bruno Hessling Co.
Newman, John, C. L. Bowman.
Olson, Frederick, 244 East 60th Street, New York City.
Percy, Carl G., Grosset & Dunlap.
Putnam, Sidney H., G. P. Putnam's Sons.
Reed, F. L., Grosset & Dunlap.
Shay, Frank T., Theodore E. Schulte.
Sheehan, Thomas B., Trow Co.
Turk, Louis E., Board of Publication, Reformed Church.

OBITUARY NOTES.

DR. HENRY SYLVESTER NASH, one of the foremost New Testament scholars in the country, died at his home in Cambridge, Mass., November 6. Dr. Nash was born in Newark, O., in 1854, and was graduated from Harvard in 1878, and from the Episcopal Theological School at Cambridge, Mass., in 1881. Since 1884, Dr. Nash had been Professor of Literature and Interpretation of the New Testament at the Episcopal Theological School in Cambridge. He had written the following books: "The Genesis of Social Conscience," "Ethics and Religion," "History of Higher Criticism of the New Testament," and "The Atoning Life."

GENERAL HOMER LEA, the American who acted as adviser to the leaders of the late Chinese rebellion, died, November 1, at his home in Los Angeles. General Lea had been suffering from paralysis for several months. His wife survives him.

Homer Lea came of old Virginia ancestry, and was born in Denver thirty-six years ago, a combination of Colonial lineage and pioneer nativity that filled his soul with longing for romantic adventure not to be discouraged by his inadequate body, for he was only five foot three and a hunchback. His education, owing to poverty and ill health, came by instalments. Yet all through his work at Occidental College, the University of the Pacific and Stanford University, he was conscientiously fitting himself for the carrying out of his great purpose. He learned Chinese by himself, and in his college work made a specialty of civil engineering and allied technical courses. Just before commencement he was stricken with smallpox and never graduated.

In July, 1899, he sailed for China, and arrived in time to take part in the Boxer uprising. Then he began quietly traveling from province to province, feeling the pulse of the reform movement. In 1901 he returned to San Francisco, and told his college friends that he was already a lieutenant-general in the Chinese reform army. To the amusement of his friends, he began drilling Chinamen in San Francisco. He taught military tactics to the men of the Young China Association, and was active in recruiting the organization.

In San Francisco, in 1905, he met Dr. Sun Yat-Sen, with whom he was destined to play so important a part later. Dr. Sun was impressed with the young American's military genius and made him his confidential military adviser.

His movements after the rebellion broke out were shrouded in mystery. He is believed to have accompanied Dr. Sun on his last trip to China, and was with him when the provisional assembly elected the doctor president. At any rate, he is credited with the military leadership of the victorious forces. He was expected to direct the reorganization of the new republic's army.

In addition to these activities, General Lea found time for considerable literary work. In 1908 he produced a novel, "Vermilion

Pencil." In "The Valor of Ignorance," a military work in two volumes, published in 1909, which attracted wide attention in army circles, he considered the Chinese situation. He also pointed out the peril of a possible war between this country and Japan. That same year he brought out "The Crimson Spider." Since then he has written "The Day of the Saxon," and was at work on a history of the political development of China.

PERIODICAL NOTES.

THE new art magazine, *New York Arts*, announcement of which was made in a recent issue of the PUBLISHERS' WEEKLY, is to be a quarterly, not a monthly.

Bedrock (Constable & Co.) is a new English quarterly, which aims to do in the field of scientific and secular thought about what *The Hibbert Journal* is doing in the field of philosophy.

THE *Bungalow Magazine* is a new monthly periodical that will interest the home lover. It is devoted exclusively to artistic bungalow homes and generously illustrated interiors, exteriors and plans. The size is a quarto, and it is printed on tint paper and contains practical information and suggestions of use to persons of moderate means. It is published by the Bungalow Publishing Co., Inc., 421 Leary Building, Seattle, Wash., at 20 cents.

THE McClure Publishing Co., of New York, has purchased from P. F. Collier & Son the *Housekeeper*, a monthly magazine for women. Beginning with the issue of next March, this will be amalgamated with the present McClure magazine for women, the *Ladies' World*, under the name the *Ladies' World and Housekeeping*. The *Housekeeper* was established in 1877 in Minneapolis. Three years ago it was purchased by Mr. Collier. The *Ladies' World* was established by S. H. Moore in 1887, and purchased by McClure in 1911.

THE issue of *The Independent* for last week contains the announcement that Hamilton Holt, for the past ten years managing editor of *The Independent*, has assumed the ownership, Clarence W. Bowen, the proprietor and publisher, retiring. Founded sixty-four years ago by Henry C. Bowen, *The Independent*, after his death, passed into the control of Clarence W. Bowen in 1897, and now is transferred to his grandson, Mr. Holt, who has organized The Independent Weekly, Inc., which will henceforth publish the magazine. Dr. William Hayes Ward, who has been with *The Independent* for forty years, continues as editor. The editorial staff remains: Hamilton Holt, managing editor; Frank D. Root, political editor; Edwin E. Slosson, literary editor; Warren Barton Blake, assistant editor; and Franklin H. Giddings, associate editor. The publication department will be reorganized, with George French, publisher; Frederick E. Dickinson, business manager; and J. Stuart Hamilton, advertising manager.

Though he will maintain its traditions, Mr. Holt will make some important changes in *The Independent*. Among the editors of *The Independent* since 1848 have been Leonard Bacon, Joseph P. Thompson, Richard Salter Storrs, Henry Ward Beecher, Theodore Tilton, Oliver Johnson, Edward Eggleston, Wendell Phillips, Garrison, Justin McCarthy, Samuel T. Spear, Washington Gladden, Charles Frederick Briggs, Henry K. Carroll, Kinsley Twining, George W. Atherton, C. H. Toy, Charles F. Richardson, Maurice Thompson, Bliss Carman, John Eliot Bowen, Norman Fox, Frederick Stanford, E. I. Prime-Stevenson, and Paul Elmer More.

LITERARY AND TRADE NOTES.

A. C. McClurg & Co. have in press an extensive catalogue of Americana, including many rare volumes. This will be sent free on application.

THIS year's addition to the Reilly & Britton Co. *Aunt Jane's Nieces Series*, by Edith Van Dyne, is "Aunt Jane's Nieces on Vacation"; like its predecessors, a lively story of three girls who find life most interesting.

"THE HEART OF AN ORPHAN," the story of an impulsive child's discovery of social differences, amusingly told by Amanda Mathews; and "When Dreams Come True," a story of Mexico, by Ritter Brown, are just published by Desmond FitzGerald.

THE paper on "How to Sell More Books," delivered before the Philadelphia Booksellers' Association and reprinted in last week's PUBLISHERS' WEEKLY, was, as the title omitted to state, by Louis A. Keating, of the American Baptist Publication Society.

"THE FOUR MEN," the latest Bobbs-Merrill publication, is a distinct departure. Written somewhat in the "Pilgrim's Progress" vein, it chronicles the journey of four wanderers—Myself, Grizzlebeard, the Sailor and the Poet—through the Sussex country.

BEGINNING with the very rudiments of rowing and sailing, "The Complete Yachtsman," by B. Heckstall-Smith and Captain E. DuBoulay (Outing Publishing Co.), follows the sport till it has covered everything the first-class British yachtsman should know.

THE Dodd, Mead line of *Little Fairy Envelope Books* is especially designed for the Christmas trade. Some of the best fairy stories ever written have been carefully selected for this series. Each volume is daintily printed and bound, and can be mailed in an envelope.

G. H. PERRIS' "Germany and the German Emperor" is now definitely promised by Henry Holt & Company for November 9. This book is a historical interpretation of the rise of the new German world empire, with portraiture of such figures as Goethe, Bismarck and the present Emperor.

ANNOUNCEMENT is made by Doubleday, Page & Co. of the postponement of publica-

tion of Volumes IV. and V. of "The Retrospections of an Active Life," by John Bigelow. The books were set for publication this fall, but it is now thought that they will not be issued before the early spring.

The Editor, that magazine for literary workers which Jack London says taught him "how to solve the stamp and landlady problems," will, with its nineteenth year of publication, change from a monthly to a semi-monthly. At the same time, it will inaugurate a special publishers' rate for advertising.

LONGMANS, GREEN & Co. announce "The Girlhood of Queen Victoria," being extracts from her private diary from 1832 to 1840, edited by Viscount Esher; a volume on "Railway Rates and Regulations," by Dr. William Z. Ripley; and a new edition of Robert Louis Stevenson's "Memoir of Fleeming Jenkin."

JOHN LANE Co. published, on Friday, November 8, "Peasant Art in Russia" (International Studio autumn number, 1912); "The Career of Beauty Darling," by Dolf W. Wylarde; "Fanny Burney at the Court of Queen Charlotte," by Constance Hill; and "The Bountiful Hour," a story of London of the eighteenth century, by Marion Fox.

THE Lippincotts are bringing out this fall a biography of Sardou, in which the many lawsuits accusing the playwright of plagiarism are entertainingly discussed, with citations from Sardou's accusers, and from Sardou's triumphant defense in his pamphlet, entitled "Mes Plagiats." The book is "Sardou and the Sardou Plays," by Jerome A. Hart.

GEORGE H. DORAN COMPANY have just published a new book by Harold Begbie, whose "Souls in Action," "Twice-Born Men," and other books have been widely read. This volume of true stories, "The Ordinary Man and the Extraordinary Thing," records the amazing changes of soul which may be experienced by the most commonplace persons.

"THE ART TREASURES OF WASHINGTON," by Helen W. Henderson, and a new volume in the *Art Galleries of Europe Series*—"The Art of the Uffizi Palace and Florence Academy," by Prof. C. C. Heyl—are on the list of L. C. Page & Co. The new little Colonel book, "Mary Ware's Promised Land," has begun its career with a first printing of 30,000 copies.

PROFESSOR JOHN M. GILLETTE, who holds the chair of sociology in the University of North Dakota, now has in press "Constructive Rural Sociology" (Sturgis & Walton Co.), which aims to survey life in rural communities, to note its tendencies and deficiencies, and to point out ways of betterment in accordance with the best ideals of rural social life.

"THE SIXTY-FIRST SECOND," which is the curious title of the new novel by Owen Johnson, the first since his "Stover at Yale," will appear soon in *McClure's Magazine*. Mr. Johnson recently finished it, at his summer home at Edgartown, Mass. It will be published in book form in the spring. In contents it dif-

fers greatly from "Stover at Yale," as it deals with mystery and smart society.

THE Garibaldi battle cry, "Avanti!" gives the title to Dr. James M. Ludlow's tale of the resurrection of Sicily, just published by Fleming H. Revell Co. From the same house come "Twice Around the World," by Edgar Allen Forbes, author of "The Land of the White Helmet"; and "The Parish of the Pines," the story of Frank Higgins, the lumberjacks' sky pilot, by Thomas D. Whittles.

"THE LAST FRONTIER: The White Man's War for Civilization in Africa," by E. Alexander Powell; Belle Beach's standard book on "Riding and Driving for Women"; Mrs. Dargan's new book of dramas, "The Mortal Gods, and Other Dramas"; and Edwin Björkman's translation of two more of Strindberg's plays, "Creditors—Pariah," are among the most important Scribner publications of November.

AN alleged Wall Street conspiracy to create a private bank as a high-money trust, to corner and control for fifty years the entire supply of currency and bank credit of the country, is the subject of Alfred Owen Crozier's "U. S. Money vs. Corporation Currency, Aldrich Plan," published by Stewart & Kidd Co. The same house has taken over from Funk & Wagnalls "The Magnet," a money romance, also by Mr. Crozier.

PETER NEWELL, whose latest contribution to amusement, "The Rocket Book," has appeared in time for holiday giving, says that "The Hole Book" was suggested by the inspection of an ancient volume, published in 1642, through the greater portion of which a book-worm had gnawed its way, leaving a hole behind, and "The Slant Book" by idly clipping diagonally the wrapper of a weekly paper while the artist-author's mind was in a receptive condition for a new idea.

A NUMBER of characteristic novels have just come from W. J. Watt & Company—novels with plenty of incident, a wholesome love affair or two, and a colored jacket showing in most cases a charming heroine and an indomitable hero. Those ready include "The Rented Earl," by Edwards Salisbury Field; "The Red Paper," by C. C. Hotchkiss; "The Portal of Dreams," by Charles Neville Buck; "The Ivory Snuff Box," by Arnold Frederick; and "The Plunderer," by Roy Norton.

IN "Immigration and Labor," which the Putnams will publish about the middle of November, Isaac A. Hourwich, Ph.D., traces the causes of immigration to the United States and its effect upon the condition of American labor. The author dissents from the popular opinion which holds that every immigrant admitted to this country takes away the job of some American or earlier immigrant. After a thorough analysis of all available statistical evidence, he believes that immigration merely responds to the growing demand for labor.

HEADING the list of Houghton Mifflin Co. publications for November 16 is Mary John-

ston's new novel, "Cease Firing." Other volumes of interest to be published on the same date are T. R. Sullivan's "Boston, New and Old," in which are preserved the exquisite Boston drawings of Lester G. Hornby; "Humanly Speaking," a collection of essays by Dr. Samuel M. Crothers; two volumes of poems and plays by the late William Vaughn Moody; Bradford's "History of Plymouth Plantation"; "When I Was a Child," by Yoshio Markino; and "Shadows of the Flow-ers," a collection of verse selected by Mrs. Aldrich from the poems of her husband, Thomas Bailey Aldrich.

LITTLE, BROWN & COMPANY'S November publications include the illustrated holiday edition of Jeffery Farnol's "The Broad Highway"; "English and Welsh Cathedrals," by Thomas D. Atkinson, with twenty illustrations in color by Walter Dexter, twenty in monotone and forty-eight plans; "Pride of War," by Gustaf Janson; "Myths of the Modocs," by the late Jeremiah Curtin; "Penal Philosophy," by Gabriel Tarde, in the *Modern Criminal Science Series*; "A New Book of Cookery," by Fannie Merritt Farmer, author of "The Boston Cooking School Cook Book," with colored illustrations; "The Sea Trader: His Friends and His Enemies," by David Hannay; and "The Fir-Tree Fairy Book," by Clifton Johnson.

THE Bible continues to break all records for translation into alien tongues. Another language, according to a note in the *Post*, has just been added to the long list by the completion of the Ibanag New Testament in the Philippines. The Old Testament is being brought out in the Panayan dialect, and the Pentateuch in Pampangan and Cebuan is ready for the printer. The Kurdish New Testament is well under way, and revisions are being made in Tagalog, Portuguese, the Wenli and Mandarin in China, Siamese, and Zulu. The total issues for 1911, the ninety-sixth year of the existence of the American Bible Society, amounted to nearly 3,700,000 volumes, most of these being portions and not entire Bibles. Of the latter, however, there were more than 400,000.

To say that there is a new book by Ibsen would be startling, but it is more interesting to say that there is a new Ibsen who has written a book. Dr. Sigurd Ibsen, only son of Henrik Ibsen, former attaché of the Swedish-Norwegian legation at Washington, former Prime Minister of Sweden and Norway, sociologist, philosopher and writer, has produced a book entitled "Human Quintessence." The reader is taken to the realm of religion, politics, social science, art, literature and music, and finds at his command a new philosophy. Dr. Ibsen's wife is the daughter of Björnson, so that in this couple are united the two greatest names in Scandinavian literature. "Human Quintessence" has been published in Norwegian, Swedish and German, and a French translation is under way. The English translation will be published by B. W. Huebsch very soon.

THE CAMBRIDGE UNIVERSITY PRESS announce that it has been decided to publish a *Naval and Military Series*, which will meet the needs of students both in and out of the services as well as those of the general reader. The more technical books will be concerned with strategy, tactics, geography, map reading, armament, administration, combined operations, and the economics of war. The volumes of a less technical, or non-technical, character will comprise records of separate campaigns, biographies of commanders and statesmen distinguished in the conduct of war, the history and antiquities of the navy and army or of particular branches thereof. The series, which will be, of course, British in its viewpoint, will be under the general editorship of Julian S. Corbett, F.S.A., of Trinity College, and H. J. Edwards, C.B., M.A., Fellow and Tutor of Peterhouse. It is hoped to secure as authors of the several volumes writers whose practical experience, or whose close study of the subjects, establishes a claim to recognition and acceptance. The editors will be glad at all times to receive suggestions for additional volumes on naval or military subjects. The volumes will be published in 8vo, and will be illustrated with diagrams, maps, plans, etc. They will contain about 300 pages, and will be published at prices varying from 5s. net to 10s. net.

BUSINESS NOTES.

BAKERFIELD, CAL.—A splendid new book and stationery store has been opened here by McCue & Allen.

BOZEMAN, MONT.—E. J. Beck, 130 West Main Street, has sold his book and novelty store.

CARLISLE, PA.—U. S. Lease, who for a number of years has conducted the stationery and book store, has retired from the business, and his place will be taken by Foster Cromleigh, who intends to entirely remodel his new place of business and install an entirely new stock.

CRIPPLE CREEK, COLO.—Mrs. J. H. Myers, bookseller, has sold out to Mr. and Mrs. Forest Latimer. Mrs. Latimer, who was Miss Emily Dickson, has been manager of the store for six years.

EL DORADO, KAN.—E. H. Hawley, bookseller, has sold out to Frank Thompson.

PARIS, ILL.—The sale of the Archer book store to George W. Miller, recently announced in the PUBLISHERS' WEEKLY, has been called off. Mr. Miller found that the management of the store would involve an amount of work which he had not the health or physical strength to assume. Howard A. Archer will remain proprietor as heretofore.

PASADENA, CAL.—C. W. Williams is opening "The Maryland Book Shop," at 424 East Colorado Street.

SAN DIEGO, CAL.—The old Marston Depart-

ment Store is now being occupied by F. W. Van Buskirk's book and stationery store.

SAN DIEGO, CAL.—William Floyd, for years with Smith Bros., Oakland, Cal., is now at San Diego, and has taken charge of the office stationery branch of the Loring Book Store, now conducted by W. F. Carpenter.

VISITING BUYERS—NEW YORK CITY.

FOR THE WEEK ENDING NOV. 6, 1912.

Miss B. McIntyre and Miss Anna Broadstein, of the Steinbach Co., Asbury Park, N. J.

M. C. Havens, of Dover, N. J.

Mr. Brewster, of the Western Book & Stationery Co., Chicago, Ill.

E. H. Drake, representing C. H. Heer D. G. Co., Springfield, Mo.

AUCTION SALES.

NOVEMBER 12, 10:30 A.M. Scarce and desirable books from the collection of a gentleman residing in Washington, D. C.; Americana and books on miscellaneous subjects, library sets, etc., with additions. (No. 481; 393 lots.)—*Merwin-Clayton*.

NOVEMBER 13 AND 14, 10:30 A.M. Duplicates from the Brooklyn Public Library, most of which do not contain the library stamp; Americana and books on miscellaneous subjects, with additions. (No. 482; 870 lots.)—*Merwin-Clayton*.

NOVEMBER 20 AND 21, 10 A.M. AND 2 P.M. Catalogue of miscellaneous books, Pt. I., comprising books on angling, being duplicates from the private library of Daniel Fearing, Newport, R. I.; Pt. II. includes a collection of French books, also a collection of architectural and art publications, etc. (1632 lots.)—*Libbie*.

DECEMBER 10, 11 AND 12, 8:15 P.M. Sporting and colored plate books, the library of the late William C. Dulles, of Philadelphia, Pa., and Goshen, N. Y. (579 lots.)—*Anderson*.

BIBLIOGRAPHIC NOTES.

CATALOGUES OF NEW AND SECOND-HAND BOOKS.

Joseph Baer, Frankfurt a. M., Hochstrasse 6. Catalogue of books on fine arts, including architecture, applied art, decoration, sculpture, sepulchral art, etc. (No. 603; 3690 titles.)

Francis Edwards, London, W., 83 High St. Catalogue of works on anthropology, ethnology, primitive society, etc.; also mythology and folklore, including a portion of the library of Sir H. H. Risley. (705 titles.)

George Gregory, Bath, 5 Argyle St. Imperial book catalogue and report, comprising recent purchases of books in general literature, etc. (No. 214-5; 6414 titles.)

John Heise, Syracuse, N. Y., 410 Onondaga Bank Building. Catalogue of autograph letters, signatures. (No. 71; 246 titles.)

E. W. Johnson, New York City, 6 East 30th St. Rare and good books. (No. 44; 172 titles.)

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (2mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); TL. (32mo: 12½ cm.); Fe. (48mo: 10 cm.). Sq., obd., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

Adams, Franklin P. In other words; [poems.] Garden City, N. Y., Doubleday, Page. c. 10+151 p. D. \$1 n.

Humorous poems by author of "Tobogganing on Parnassus."

Aley, Rob. Judson and Max. The story of Indiana and its people. Chic., O. P. Barnes. c. 317 p. il. pls. maps, 12°, \$1.

Allen, Ja. Lane. The heroine in bronze; or, a portrait of a girl; a pastoral of the city. N. Y., Macmillan. c. 281 p. D. \$1.25 n.

To be wooed and won in the shaded corner of an old garden in the heart of the city of New York—this is the happy lot of Muriel Dunstan. Through the book moves Muriel, frank in the helpful impulses of dawning womanhood, elusive in her shy maidenhood, beautiful among her roses. Through them also advances Muriel's lover, a budding author from the Blue Grass State, chivalrous yet determined, paying every deference to love and his lady, yet faithful to his own convictions of a man's right way with his own work. In telling this story Mr. Allen has returned to the simple pastoral style of "The Kentucky cardinal" and "The choir invisible."

American School of Correspondence, Chicago. Cyclopedia of practical accounting; a general reference work on accounting, bookkeeping, banking, office records, cost keeping, systematizing, etc., prepared by accountants and specialists in business methods and management. 4 v. Chic., Am. Technical Soc. c. il. pls. forms, 8°, \$12.80.

Apostolic (The) fathers; with an English translation by Kirsopp Lake. In 2 v. N. Y., Macmillan. 8+409 p. S. (Loeb classical lib.; ed. by T. E. Page and W. H. D. Rouse.) ea., \$1.50 n.

Object of this series is to supply readers who are not in a technical sense scholars with editions of the classics, giving text and translation on opposite pages. These and others listed this week are the first volumes of the series to be issued. They are of convenient size and weight, and the type is clear. *Contents:* v. 1, I. Clement; II. Clement; Ignatius; Polycarp; Didache; Barnabas.

Augustine, St., [Augustinus Aurelius], Bp. of Hippo. St. Augustine's confessions; with an English translation by W: Watts, 1631. In 2 v. N. Y., Macmillan. 7+470; 7+478 p. S. (Loeb classical lib.) ea., \$1.50 n.

Barbour, Ralph H: The harbor of love; with il. in color by G: W. Plank, and decorations by E: Stratton Holloway. Phil., Lippincott. c. 161 p. O. \$1.50 n., bxd.

Yachting story of which Beryl Chardon and Tom Lawless are the hero and heroine. Beryl's father has forbidden her to have anything to do with Tom, because he hated the young man's father, and the youth, he says, is a spendthrift idler. In spite of parental ire, the young people manage to swim and boat together, and finally the Colonel says he will withdraw opposition if Tom can make \$10,100 in a week. How Tom does this makes the climax of an

entertaining little tale. Book is made up in holiday style, the decorated cloth cover looking like old chintz.

Baughman, Herschel Ray Austin. Baughman's buyer and seller. 12th ed. Indianapolis, [The author.] 2+300 p. tabs. diagr. 12°, \$2.50.

Beach, Jos. Perkins. History of Cheshire, Connecticut, from 1694 to 1840, including Prospect, which, as Columbia parish, was a part of Cheshire until 1829. Cheshire, Ct., D. A. R., Lady Fenwick Chapter. 574 p. por. il. 8°, \$4.

Begbie, Harold. The ordinary man and the ordinary thing. N. Y., Doran. 20+256 p. O. \$1.25 n.

Author of "Twice-born men" here gives a series of true stories gathered from the lives of men. They are typical of the profound and extraordinary changes of soul which may be experienced by the most common-place persons. Following the main streets of civilization and the thronged roads of human progress, this investigation is an effort to explore the heart of the ordinary man—to reveal the romance and mystery which invariably result when the individual becomes keenly conscious of eternity.

Belloc, Hilaire, i.e., Joseph Hilaire Pierre. The four men; a farrago. Indianapolis, Bobbs-Merrill. c. 2+7-9+310 p. il. D. \$1.25 n.

Four wanderers, finding themselves on the edge of their home county, resolve to tramp through its beloved borders. As they tramp they talk, make verses, sing lusty songs, laugh at politics, tenderly recall first loves. They ask of life those deep questions that are never answered; they muse on death.

Benson, Arth. Christopher. Thy rod and thy staff. N. Y., Putnam. c. 10+300 p. D. \$1.50 n.

In the last of his books which dealt with personal experience, "The silent isle," the author promised the reader that he would some day tell how it was that the pleasant design he had set for himself failed. The present book is the fulfilment of that promise. Failure may bring in its train a spiritual enlargement that is not always the assured accompaniment of success. The failure of Mr. Benson's design was, if not indeed a triumph, yet a joy, for it impelled the author to forsake what he calls "a foolish and complacent Paradise" and to enter into the real world of heart throbs and human relationship, where the glad prospects of the soul opened out before him and filled him with a sense of life renewed.

Bonsal, Stephen. The American Mediterranean. N. Y., Moffat, Yard, c. 14-488 p. pls. fold maps, O. \$3 n.

Comprehensive study of the Caribbean world by an author who knows the various islands of the West Indies, by repeated visits to them and by a careful study of them. Deals with their history, foreign occupation and the ownership of some of the islands, their relation to this country and the possibilities of developing our commerce with them and responsibilities which we owe these small neighbors

of ours. Appendix contains valuable state papers, statistics, etc. By the author of "The fight for Santiago," "The golden horseshoe," etc.

Bourne, G: Change in the village. N. Y., Doran, 309 p. D. \$1.35 n.

Essays dealing with the change which is in progress in the economic and social life of the English agricultural laborer. How the innovation of industrialism is affecting the peasant for better or for worse. First studies the village as it was, then as it is becoming under the influence of social upheaval and reformation. By author of "The ascending effort," etc.

Brandt, Otto Sebastian. In His Father's name, the exposure; the theosophical interpretation of that long-continued drama—the Hebrew Bible. Los Angeles, Cal., [The author.] 156 p. por. 12°, \$1.50.

Brown, Katharine Holland. The Hallowell partnership. N. Y., Scribner. c. 241 p. D. \$1 n.

Story of a brother and sister whose partnership becomes a very real and vital one through their adventures together on a big engineering irrigation project in the West. A lively story of fun and danger and hard work, and a number of very likable people, young and old. By author of "Philippa at Halcyon," etc.

Brown, Ritter. When dreams come true; il. by W. M. Berger. N. Y., D. FitzGerald. c. 379 p. D. \$1.25 n.

Tale of to-day with the scene laid in old Mexico. There is a tradition extant among the Indians of the Southwest to the effect that Montezuma will one day return on the back of an eagle, wearing a golden crown, and rule the land once more. This legend is woven into a dramatic story which involves a fine American, a beautiful Indian princess, a villainous Mexican gentleman and a jealous woman.

Buck, C: Neville. The portal of dreams; il. by Fk. Snapp. N. Y., Watt. c. 6+5-303 p. D. \$1.25 n.

Story told in first person by Deprayne, who is ordered off on a long voyage by his physician. While in Naples he catches a glimpse of a woman with whom he falls in love at once. By some mysterious chance she always evades him on her travels, even though they follow practically the same itinerary. Finally Deprayne joins an expedition to the tropics, is shipwrecked on a desert island, where he makes his lady will-o'-the-wisp a goddess, and eventually returns home to find her, as he believes, the wife of his business partner. The solution of this difficulty ends the story.

Burnham, Marg. The girl aviators' motor butterfly; with il. by C: L. Wrenn. N. Y., Hurst. c. 307 p. pls. D. 50 c.

Burr, Amelia Josephine. The roadside fire; [poems.] N. Y., Doran. c. 111 p. O. \$1 n.

Business Book Bureau, New York. What to read on business efficiency. N. Y., [Business Bk. Bu.] c. 47 p. O.

Begins with an introductory essay on "Business reading and success," by George Burton Hotchkiss, assistant professor of business English in New York University School of Commerce, Accounts and Finance. Then follow lists of books, first on general business efficiency, then finance and accounting. Each book is listed with a short impartial descriptive note.

Carleton, Will. A thousand more verses. N. Y., Everywhere Pub. c. 141 p. por. 16°, 50 c.

Carlyle, T: Carlyle's Essay on Burns, with poems and songs; ed. by Sophie C. Hart. N. Y., Holt. 33+108 p. (3 p. bibl.) por. il. 16°, (English readings for schools.) 25 c.

Cavanagh, Angus Leonard, and others.

Physics laboratory manual, containing experiments and exercises designed especially for a first course in physics in secondary schools. Bost., Ginn. c. 5+60 p. il. diagrs. 4°, 70 c.

Chambers, Rob. W: Bluebird weather; with il. by C: Dana Gibson. N. Y., Appleton. c. 140 p. D. \$1 n.

Story takes place at a duck-shooting station on Chesapeake Bay, owned by an exclusive set of New Yorkers. A rich young clubman comes to the station to shoot. He runs afoul of bluebird weather—one of those sudden warm spells in winter which sends the ducks far out to sea. But the lack of sport allows him to get interested in a very pretty girl, around whom there is an atmosphere of mystery, and before he knows it a love affair is in full swing.

Chandler, G: Iowa and the nation. Rev. 1912. Chic., Flanagan. c. 4+7-354 p. pls. map, 12°, 75 c.

Channing, E:, and others. Guide to the study and reading of American history. Rev. and augmented ed. Bost., Ginn. c. '96-'12. 16+650 p. D. \$2.50.

Colonna, Dora. Volere e' potere; metodo speciale per la lingua inglese. Phil., A. Germano. c. 4+5-150 p. 4°, \$2.50.

Comstock, Fanny. A dramatic version of Greek myths and hero tales; with il. by C: Copeland. Bost., Ginn. c. 5+191 p. D. 45 c. Reading book adapted to higher grades of the grammar school, and intended also as an aid to the dramatic representation of the Greek folk stories.

Crabtree, L. T. The Wayback Club; a text-book on Progressivism in Wisconsin; with an analysis of initiative, referendum, recall. Crandon, Wis., Crandon Pub. c. 187 p. 12°, 50 c.

Craig, Asa H. New common school question book, comprising questions and answers on all common-school studies. Completely rev. for 1912; rewritten throughout; 216th thousand. N. Y., Hinds, Noble & E. c. 2+3-541 p. il. 12°, \$1.50.

Currie, Barton W., and McHugh, Augustin. Officer 666. N. Y., H. K. Fly Co. c. 308 p. D. \$1.25 n.

Novelization of the play which has had a long run at the Gaiety Theater, New York City. Travers Gladwin, supposed to be in Egypt, returns suddenly to discover a plot on foot to rob his home on Fifth Avenue of the priceless art treasures which he has collected, both in this country and abroad. On the night of the would-be burglary he persuades Officer 666 to loan him his uniform, in which garb he intends to apprehend the thief. The development from this interesting situation involves a beautiful young heiress, her cousin, a millionaire friend and the real Officer 666, all of whom play an amusing and exciting part in the story.

Curry, S: Silas. Little classics; with initiative steps in vocal training for oral English. Bost., Expression Co. 384 p. 12°, \$1.25.

Curtis, Alice Turner. The little runaways at home; il. by Wuanita Smith. Phil., Penn Pub. c. 210 p. D. \$1.

In the first of series, "The little runaways," Catherine and Phinny run away from a city orphanage because they wanted to find a real mother. They find what they were seeking in Mrs. Burton, and this book tells how they repaid her kindness, and won many friends. For children from eight to twelve.

Marjorie in the sunny South; il. by Mary F. Andrade. Phil., Penn. Pub. c. 180 p. D. \$1.

Marjorie and her friends attend an original kind of school taught by Miss Wing. The northern and southern girls have some misunderstandings, but Marjorie straightens things out, and they all unite to give good times to some poor little girls working in a cotton mill.

Danielson, Frances Weld, comp. Story telling time; with il. by Clara E. Atwood and others. Bost., Pilgrim. c. 9+163 p. O. \$1 n. Collection of stories and poems by various authors to be read to children in that oft-recurring hour when nothing but a tale will suffice.

Davies, Acton, and Nirdlinger, C. Frederic. The first lady in the land; or, when Dolly Todd took boarders; il. by Howard Giles. N. Y., H. K. Fly Co. c. 309 p. D. \$1.25 n.

Novelization of the play which had a long run in New York City last season. Dolly Todd, clever and charming, is landlady of a fashionable boarding house in Philadelphia at the time when that city was the capital. Her house is the rendezvous for such famous persons as Aaron Burr, James Madison, Thomas Jefferson, Alexander Hamilton, and in fact all the famous statesmen of the period. Story deals with the unhappy Burr and Dolly's wooing by the "timid" Madison and many of the political struggles of the day.

De Groot, Jan Jakob Maria. Religion in China; Universism; a key to the study of Taoism and Confucianism. N. Y., Putnam. c. 13+327 p. O. (American lectures on the history of religious ser. of 1910-1911.) \$1.50 n.

Exposition of the primitive and fundamental elements of Chinese religion and ethics, based on independent research into the ancient literature of China and into the actual state of her religion. The author in his research refers to ancient Chinese records, which he has translated with the conscientious consultation of the opinions of native commentators. Index. Author is professor of Sinology, University of Berlin.

Duncan, Norman. The best of a bad job; a hearty tale of the sea. N. Y. and Chic., Revell. c. '11. 204 p. pls. D. \$1 n.

Old Tom Tulk, Newfoundland skipper, took as his motto his frail little grandson's constant saying, he must "make the best of a bad job." To most people the death of the child, and Tom's subsequent loss of sight from snow-blindness, would have been crushing blows, but old Tom determined that as he could leave no fortune to benefit his fellows, he would live so his story should be one with a moral. His tale is told by another old skipper, and the reader will find much pathos and sweetness in the telling.

Dunn, C. Wesley, ed. Dunn's pure food and drug legal manual, federal, state and territorial, general and special food, drug, paint, oil and turpentine laws, rules and regulations, food standards, food inspection decisions, and leading decisions of the courts; uniformly classified and arranged cyclopedia of information. In 2 v. v. 1. N. Y., Dunn's Pure Food and Drug Legal Manual Corp. c. 26+2347 p. O. \$12 per set. (Sold in sets only.)

Here, in a single volume, is brought together everything—statute, regulation, court decision—that anyone needs or can find anywhere to assist in determining any question under the food and drug law of the nation or of any State. One part of this volume takes the matter up by topics and groups under each heading (of which there are more than 200) all that is to be found in connection with that particular matter in any or all of the statutes and rules and decisions. In another part of the volume the statutes are set forth in their entirety. Thus the

whole matter is brought into view at once, and it may be seen what has been said or done upon that particular point in any part of the union. A second volume is promised, containing special food and drug laws (such as those regarding oleomargarine, vinegar, lard, etc., with the rules and regulations).

Eldert, Isabella K. Threads for the soul's garment; with loving thought of those who have entered "the place of light and refreshment"; [poems.] Bost., Badger. c. 55 p. D. \$1 n.

Eldredge, Zoeth Skinner. The beginnings of San Francisco, from the expedition of Anza, 1774, to the city charter of April 15, 1850; with biographical and other notes. 2 v. (26 p. bibl.) San Francisco, [The author.] pls. (1 fold.) pors. maps (partly fold.), plans. 8°, \$7.

Eschenbach, Wolfram von. Parzival; a knightly epic; tr. by Jessie L. Weston. In 2 v. Anastatic reprint of the edition, London, 1894. N. Y., G. E. Stechert & Co. 15+329; 224 p. D. \$7.

Euripides. Euripides; with an English translation by Arth. S. Way. In 4 v. v. 1-2. N. Y., Macmillan. 15+611; 7+591 p. S. (Loeb classical lib.) ea., \$1.50 n.

Contents: v. 1, Iphigenia at Aulis; Rhesus; Hecuba; The daughters of Troy; Helen. v. 2, Electra; Orestes; Iphigenia in Taurica; Andromache; Cyclops.

Field, E. Salisbury, ["Childe Harold," pseud.] The rented earl; front. by Will Grefé. N. Y., Watt. c. 215 p. D. \$1 n.

Only a promoter with a brain such as Beamer had would grasp the idea of taking an English earl with a fine old pedigree and renting him out to Americans who wished to entertain royalty. \$1000 per day was what Beamer charged, and he got it all, for the earl didn't know he was being rented, until a lovely girl told him. Then things happened. By author of "A six-cylinder courtship."

Fisher, Mrs. Dorothy Canfield. A Montessori mother. N. Y., Holt. c. 10+240 p. pls. pors. D. \$1.25 n.

Author of "The squirrel cage" spent last winter in Rome in very intimate association with Dr. Montessori. She was called to help in the translation of "The Montessori method," which has attracted so much attention in this country, studied in the Montessori schools, and was in close personal touch with Dr. Montessori and her most important associates. Mrs. Fisher's new book is the result of a widely expressed demand for a simple untechnical account of what the Montessori apparatus is, the method of its application, possible American substitutes or additions to it, and the pedagogic principles, familiarly stated, underlying its use, and is intended to aid American mothers of average education to prevent the loss to the present generation of little children involved in waiting for the organization of regular Montessori schools.

Forbes, Edg. Allen. Twice around the world. N. Y. and Chic., Revell. c. 319 p. pls. map, O. \$2 n.

Record of 50,000 miles of travel. Author not only sailed around the world twice, but he twice went overland across India and Japan. Not satisfied with a single cruise, he turned on his heel and went all over it again, checking his impressions and filling in the gaps.

Foster, A. Austin. The message of Browning. N. Y., Doran. 12+242 p. O. \$1.25 n.

Author describes book's scope in his introductory chapter. The many-sided elements of the truth, as Browning understood it, may be, he says, "perhaps most clearly and sharply seen in such of his smaller poems as are to be found, for example, among the 'Dramatic romances and lyrics,' the 'Men and

women,' and 'Dramatis personae,' which belong to the earlier portion of his work, but whose teaching is in the best sense of the word characteristic."

Foster, Olive Hyde. Housekeeping for little girls. N. Y., Duffield. c. '09-'12. 6+115 p. il. D. 75 c. n.

Author of "Cookery for little girls" here takes up housekeeping in such a simple way that any small girl will be able to understand and learn much from it. Dusting, sweeping, setting the table, dish washing and many other things are treated of.

Fredericks, Arnold. The ivory snuff box; il. by Will Grefé. N. Y., Watt. c. 278 D. \$1.25 n.

Detective story with a predominant love interest as well as a mystery. The thrilling search for the snuff box of Monsieur de Grissac, in which are concealed papers of international importance, leads the reader a merry chase from Paris to London, from thence to Antwerp and Brussels, and then back to Paris. It separates young Duval and his bride on the wedding day and gives them plenty of adventure before they are happily reunited.

Fried, Alfr. H. The German emperor and the peace of the world; with a preface by Norman Angell. N. Y., Doran. 20+214 p. D. \$2 n.

Purpose of this book by the leader of the German Pacifist movement is: first, to prove by comparing his deeds with his words, that the Kaiser is heartily in favor of a European rapprochement; second, to define the means by which a universal peace alliance might be brought about; third, to demonstrate how the spirit of the age has affected the Kaiser so that he stands forth to-day not as War Lord, but as Peace Lord of the world. Author was awarded the Nobel Peace Prize.

Fulton, Rob. Irving, and Trueblood, T: Clarkson. British and American eloquence. Bost., Ginn. c. 12+403 p. il. D. \$1.25.

Collection of speeches by great English and American orators. Salient points in their lives and experiences are given that they may serve as a guide to the student of oratory. First compiler is professor of oratory in Ohio Wesleyan University, second occupies same chair in University of Michigan.

Fyfe, T: Alex., comp. Who's who in Dickens; a complete Dickens repertory in Dickens' own words. N. Y., Doran. 3+355 p. O. \$2 n.

Alphabetical guide to the people of Dickens' works in the words of Dickens himself. Arranged in dictionary form.

Gould, Eliz. Lincoln. The admiral's little companion; il. by Wuanita Smith. Phil., Penn Pub. c. 223 p. pls. D. \$1.

Story of Admiral Beaumont and his granddaughter, Nancy, and little Glenn Donovan, the newsboy who nearly lost his life in saving Nancy's. The Admiral took him to Beaumont Corners, and there he and Nancy have a royal time with Marguerite, Desdemona and the Compton boys, who are near by at "Camp Wild Away."

Polly Prentiss goes to school. Phil., Penn Pub. c. 205 p. pls. D. \$1.

By author of "Little Polly Prentiss." Polly goes to a boarding school kept by two charming Quaker ladies. She brings home for the Thanksgiving vacation a pair of Swedish twins, and there are jolly holiday times, ending with a mystery that is happily cleared at last. For girls from eight to twelve.

Griffith, Helen Sherman. Letty's sister; il. by Frances D. Jones. Phil., Penn Pub. c. 320 p. pls. D. 60 c.

"Letty of the circus," "Letty and the twins" and "Letty's new home" have already introduced this heroine to girl readers. In this book Letty and Mrs. Hartwell-Jones, "the story-writer lady," make an adventurous trip to Europe, which includes an auto-

mobile tour and an exciting rescue at sea, and ends with the finding of a very important member of the family in England.

Hagedorn, Hermann. Poems and ballads. Bost., Houghton Mifflin. c. 133 p. D. \$1.25 n.

Hale, W: Gardner. A first Latin book. Rev. ed. Bost., Atkinson, Mentzer & Co. c. 20+340 p. il. 12°, \$1.

Hancock, Harrie Irving. The square dollar boys wake up; or, fighting the trolley franchise steal. Phil., Altemus. c. 253 p. pls. 12°, (Square dollar boys ser.) 50 c.

Hanley, P: J. Hanley's revised political primer; a work explaining present political conditions. Washington, Ia., Evening Journal. c. 118+2 p. il. por. 16°, 25 c.

Heckstall-Smith, B., and Du Boulay, E. The complete yachtsman; with 200 il. in the text and 24 plates. N. Y., Outing Pub. 11+515 p. O. \$3.75 n.

Text book on amateur sailing, covering both theory and practice. Each chapter is written in clear, understandable language, and the many illustrations add to the value of the book. Index.

Hilkey, Ja. E. Beyond the stars; [poems.] Bost., Badger. c. 44 p. D. \$1 n.

Holst, Hermann Valentin von. Modern American homes. Chic., Am. Technical Soc. 3+108 p. pls. obl. 8°, \$1.25.

Hotchkiss, Chauncey Crafts. The red paper; il. by Will Grefé. N. Y., Watt. c. 2+3-4+5-299 p. D. \$1.25 n.

John Wentworth returns home late one evening and is told by his father that the latter probably has only a short time to live, that his fortune has all gone to a blackmailer, but that he has withheld the one thing that was the object of this persecution, a mysterious piece of red paper which is to be given to his ward, Grace Merridale, when she comes of age, two months hence. That night the father dies under suspicious circumstances, and John finds himself immediately involved in a series of most thrilling adventures, beginning in New York and ending in Texas, and involving two villains—the red paper and a lovely girl.

Hughes, Rupert. Mrs. Budlong's Christmas presents. N. Y., Appleton. c. 120 p. D. 50 c. n.

Humorous tale of the truly awful time the Budlongs had when they inherited money and everyone decided to give them Christmas presents and they had to give counter-gifts. By author of "Excuse me," etc.

Husslein, Rev. Jos. Casper. The church and social problems. N. Y., America Press. 6+5-211 p. 8°, \$1.

Irwin, W: H: Where the heart is; showing that Christmas is what you make it. N. Y., Appleton. c. 72 p. front. D. 50 c. n.

Little story of how a lonely old southern colonel and the two elderly women who kept his boarding-house spent a real Christmas together in spite of poverty, loneliness and age.

Joslyn, Paul Leo. Energy and velocity diagrams of large gas engines; their use and lay-out. Cin., Gas Engine Pub. c. 2+70 p. diagrs. (partly fold.) 8°, \$2.

Jowett, J: H:, D.D. The preacher, his life and work: Yale lectures. N. Y., Doran. c. 240 p. O. \$1.25 n.

Contents: Call of the preacher; Perils of the

preacher; Preacher's themes; Preacher in his study; Preacher in his pulpit; Preacher in the home; Preacher as a man of affairs.

Kaler, Ja. Otis, ["Ja. Otis," pseud.] The wreck of the "Princess"; il. by Hugh A. Bodine. Phil., Penn. Pub. c. 306 p. D. 60 c.

Two boys and a girl in Florida find a sunken motor-yacht, and the owner, a millionaire, says he will give them the boat if they can raise her themselves. How they do this makes the story.

Kilbourne, C: Evans. An army boy in Pekin; il. by R. L. Boyer. Phil., Penn. Pub. c. 328 p. maps, pls. D. \$1.20.

Author was with the American expedition that relieved Pekin at the time of the Boxer Revolution. His story is therefore drawn from life. It deals with the adventures of two boys who were non-commissioned officers in the American army. One of them, Don Page, is separated from the command and passes many days alone in a hostile country before he rejoins his friends. The final attack on Pekin is interestingly related. Book begins a new series for boys.

Kipling, Rudyard. Kim. [New ed.]; il. by J. L. Kipling. Garden City, N. Y., Doubleday, Page. c. '00-'01. 355 p. O. \$3.50 n.; leath., \$10 n.

Handsomely bound edition with full-page reproductions of the terra-cotta plaques made by John Lockwood Kipling, the author's father.

Lee, Alice Louise. A junior co-ed.; il. by Paula B. Himmelsbach. Phil., Penn. Pub. 358 p. D. \$1.20.

Tells more of the girls met in "A freshman co-ed." and "A sophomore co-ed." The girls of Winifred Lowe's college "sorority" have undertaken to raise \$2000 for a scholarship. It seems like a hard task until, through "Sairy Mary" Betts, they interest Mr. Moses Carter, whose heart is even bigger than his pocketbook. The girls also befriend "Army Blue," who came to college without money, and he helps in the search for Lillian Antwerp's ring. A jolly country corn-husking is one of the many college good times.

Lenotre, G. Tragic episodes of the French Revolution in Brittany; with unpublished documents; tr. by H. Havelock. N. Y., Scribner. 7+348 p. (3 p. bibl.) O. \$4.20 n.

Relates incidents of the Revolution which occurred in Brittany, where the men of Vendée made some determined stands against the movement. *Contents*: The proconsul; Incident of a novel kind; Incumbent of St. Lyphard; Committee at work; Incident no longer of a novel kind; Night of Frimaire 24th (December 14, 1793); The Terror; National bathing-place; Some testimonies; Retribution.

Levi, Hedwig. Work and play for little girls. N. Y., Duffield. c. 116 p. D. 75 c. n.

Tells how to make all sorts of things for presents, such as workbags, sachets, picture books, etc., also how to make match-box doll's furniture, and decorations for the Christmas tree. Everything described is well within the child's power, and book should prove useful and suggestive.

Lincoln, Jos. Crosby. The rise of Roscoe Paine. N. Y., Appleton. c. 468 p. D. \$1.30 n.

By author of "Cy Whittaker's place," etc. Roscoe Paine has come to Denboro with his invalid mother. Their lives have been practically wrecked by the evil deeds of Roscoe's father, and they live in seclusion under the assumed name of Paine with a pair of droll old Cape Cod characters. To Denboro comes also a New York millionaire, Colton, and his household, including a pretty daughter. The Paine and Colton properties adjoin, and a clash comes when Colton tries to buy from Roscoe a narrow lane which the village people have used to go back and forth to the beach. The situation becomes complicated when Roscoe falls in love with Colton's daughter; and a curious twist of the wheel of fortune obliges Roscoe to sell the disputed lane to the millionaire for considerably less than the rich man

has offered to pay. There is plenty of humor in the Cape Cod characters, who make an interesting contrast to the millionaire household.

Lowell, Amy. A dome of many-coloured glass; [poems.] Bost., Houghton Mifflin. c. 11+139 p. D. bds., \$1.50 n.

Mathews, Amanda. The heart of an orphan; il. by W. T. Benda. N. Y., D. Fitzgerald. c. 159 p. D. \$1 n.

Told in letters from a little Italian orphan to her adopted mother, who has sent her to a private boarding school. The outpouring of the little girl's love for her benefactress, her thoughts about teachers, pupils, and the various school happenings, with her quaint comments on all, are given in the child's amusing foreign English and spelling.

Morris, C: An elementary history of the United States. Pennsylvania ed. Phil., Lippincott. c. 11+374+8 p. il. pl. maps (partly double), tab. 12°, 60 c.

School history of the United States of America. Phil., Lippincott. c. 12+451+38 p. il. maps (partly double), 12°, 80 c.

Morris, W: Works: Collected works; ed. by May Norris. In 24 v. N. Y., Longmans. ils. O. bds., \$78 n., bxd. (Sold in sets only.)

Contents: v. 9, Love is enough, Poems by the way; v. 10, Three northern love stories, Beowulf; v. 11, The Aeneid of Virgil; v. 12, Sigurd the Volsung; v. 13, The Odyssey of Homer done into English verse; v. 14, The house of Wolfings, The story of the glittering plain; v. 15, The roots of the mountains; v. 16, News from nowhere, A dream of John Ball, A king's lesson.

Morrow, J. Language lessons for little people. N. Y., Am. Book Co. c. 80 p. il. D. 25 c.

By assistant district superintendent of schools, Pittsburgh, Pa.

Norton, Roy. The plunderer; il. by Douglas Duer. N. Y., Watt. c. 312 p. D. \$1.25 n.

Story of a western mine. Dick Townsend and his partner have a mine which they feel ought to pay, but which does not yield ore in the way they have hoped. Misfortune seems to dog them, for not only do they not strike the rich lead, but they incur the enmity of the most powerful man in the district. Things are further complicated when Dick falls in love with this man's daughter and then learns that he has been robbing the mine for two years.

O'Brien, Sara Redempta. English for foreigners; book 2. Bost., Houghton Mifflin. c. 6+246 p. il. D. 70 c.

Patterson, J: E: The lure of the sea; [poems.] N. Y., Doran. 102 p. O. \$1.25 n. By author of "My vagabondage," "Love like the sea," etc.

Pestalozzi, Johann Heinrich. Pestalozzi's educational writings; ed. by J. A. Green and Fs. A. Collie. N. Y., Longmans. 11+328 p. D. (Educational classics; ed. by J. W. Adamson.) \$1.25 n.

Pitman, Sir I: Key to Isaac Pitman's Spanish shorthand. 4th ed. N. Y., Pitman. 64 p. S. \$1.

Prince, L. Bradford. A concise history of New Mexico. Cedar Rapids, Ia., Torch Press. c. 272 p. O. \$1.50 n.

By president of the Historical Society of New Mexico.

Procter, D: In ways of prayer. N. Y., Longmans. 9+85 p. S. 50 c. n.

Propertius, Sextus. Propertius; with an English translation by H. E. Butler. N. Y., Macmillan. 16+362 p. S. (Loeb classical lib.) \$1.50 n.

Railway; an adaptation of Pitman's shorthand to the requirements of railway correspondence; together with specimens of the forms used, and a description of the duties of shorthand-typists engaged in such business. N. Y., Pitman. 4+92 p. S. (Pitman's shorthand writers' phrase books and guides.) 75 c.

Richmond, Grace S. Brotherly house; front. by T. J. Fogarty. Garden City, N. Y., Doubleday, Page. c. 88 p. D. bds., 50 c. n.

A silly family quarrel had built up barriers between the various Kingsley brothers and sisters. One sister wouldn't speak to one brother and so on, and there were no family gatherings. Then Stephen Kingsley brought them all together at a Christmas party, and a dramatic event brought them all into loving sympathy once more.

Roberts, B: Titus. Pungent truths; being extracts from the writings of the Rev. B: Titus Roberts; comp. and ed. by W: B. Rose. Chic., Free Methodist Pub. Ho. c. 9+379 p. por. 12°, \$1.25.

Root, Winfred Trexler, and Ames, Herman Vandenburg. Syllabus of American history, from the beginning of colonial expansion to the formation of the federal union. N. Y., Longmans. c. 10+123 p. O. \$1.

First author is assistant professor of history, University of Wisconsin; second is professor of American constitutional history, University of Pennsylvania.

Sankey, Rev. J. H. Poetry and prose. Bost., Badger. c. 52 p. D. \$1 n.

Schneider, Lydia. Zweites sprach- und lesebuch; il. by Alice Caddy. N. Y., Holt. c. 7+236 p. il. D. 40 c.

Seabury, Katharine Emerson. Royal auction; suggestions on the game. Los Angeles, Cal., Grafton Pub. c. 3+9-30 p. 16°, 50 c.

Shakespeare, W: Works. First folio ed.; ed., with notes, introd., glossaries, variorum readings and selected criticism, by Charlotte Porter. N. Y., Crowell. c. '03-'12. fronts. S. ea., 75 c.; leath., \$1.

Contents: v. 18, Venus and Adonis; v. 19, Sonnets and minor poems; v. 20, The life of King Henry the Eighth; v. 21, The rape of Lucrece; v. 22, The first part of Henry the Sixth; v. 23, The second part of Henry the Sixth; v. 24, The third part of Henry the Sixth.

Works. Tudor Shakespeare; ed. by W: Allan Wilson and Ashley H. Thornton. N. Y., Macmillan. c. fronts. 16°. ea., 25 c. n.; 35 c. n.; leath., 55 c. n.
V. 24, Twelfth night; or, what you will; ed. by Wa. Morris Hart.

Sharp, W: ["Fiona Macleod," pseud.] Works. Selected writings of William Sharp. Uniform ed.; arranged by Mrs. W: Sharp. N. Y., Duffield. c. '94, '10, '12. D. ea., \$1.50 n.

Contents: vs. 1-2, A memoir, comp. by his wife, Eliz. A. Sharp; v. 3, Vistas, The Gypsie Christ, and other prose imaginings.

Sheldon, C: Monroe. A builder of ships; a story of Brander Cushing's ambition. N. Y., Doran. c. 282 p. D. \$1.20 n.

Hero, Brander Cushing, is a typically American successful man. A builder of warships for the United States Government, his supreme ambition is to create the most powerful sea-going engine of war in the world. In his eager pursuit of his patriotic plans, he does not spare himself the time to preserve the small integrities of social righteousness. Without knowing it, through carelessness rather than intention, he grows unscrupulous and brings about a sweeping civic catastrophe. Having suffered social eclipse, he fights his way back to respect. This fight and its effect on his character make the novel. By author of "In his steps," "The high calling," etc.

Sheppard, W: H: Crispin. The Rambler Club's aeroplane; il. by the author. Phil., Penn Pub. c. 320 p. D. 60 c.

The Rambler Club is once more in Wyoming, where, in Border City, they meet several aeroplanists. Bob Somers becomes an aviator, and the club once more has thrilling adventures in which Willie Sloan plays an unexpected and important part.

The Rambler Club's house-boat; il. by the author. Phil., Penn Pub. c. 320 p. pls. D. 60 c.

Bob Somers and several others of the club visit New York, and find an opportunity to take a trip in a houseboat up the Hudson. Readers will find that there are plenty of adventures to be met with even on such a river as the Hudson with towns on both shores at frequent intervals.

Sneath, Elias Hershey. Wordsworth, poet of nature and poet of man. Bost., Ginn. c. 7+320 p. O. \$2.

Aims to trace the history of Wordsworth's mental and spiritual unfolding, as a poet of nature and as a poet of man, and to show in this development the influence borne upon it by Wordsworth's heredity and physical and social environment. Text includes a careful study of the various external sources as well as of the poet's works down to 1814. In this way light is shed not only upon Wordsworth's personal psychology, but also on the content of his thought concerning nature and man, which has been carefully interpreted and systematized to form a statement of his poetic and philosophic creed. Index.

Tarbell, Ida Minerva. The business of being a woman. N. Y., Macmillan. c. 9+242 p. D. \$1.25 n.

"What is the business of being a woman? Is it something incompatible with full and joyous development of one's talents? Is there no place in it for economic independence? Has it no essential relation to the world's movements? Is it an episode which drains the forces and leaves a dreary wreck behind? Is it something that cannot be organized into a profession of dignity and opportunity for service and for happiness?" These are the questions which Miss Tarbell takes up in her present book.

Terence, [Publius Terentius Afer.] Terence; with an English translation by J: Sargeant. In 2 v. N. Y., Macmillan. 15+351; 7+323 p. S. (Loeb classical lib.) ea., \$1.50 n.

Contents: v. 1, The lady of Andros; The self-tormentor; The eunuch. v. 2, Phormio; The mother-in-law; The brothers.

Thalman, Jos. Luther, and Weckel, Ada Louise. Laboratory manual of first year science for high schools. Ann Arbor, Mich., Ann Arbor Press. c. 95 p. il. 12°, 75 c.

Tyrrell, H: Grattan. Artistic bridge design; a systematic treatise on the design of modern bridges according to æsthetic principles; with an introd. by T. Hastings. Chic., M. C. Clark Pub. c. 16+294 p. il. 8°, \$3.

Van Rensselaer, May King, [Mrs. J: King Van Rensselaer.] Prophetical, educational and playing cards. Phil., Jacobs. c. 392 p. O. \$3 n.

Tells the history of cards from the earliest times. It traces the descent of modern playing cards from the old-time prophetic cards used by the ancient Egyptians. Cards of all countries are fully treated and their differences shown. A chapter is devoted to fortune-telling, based on a pack of seventy-eight cards originated by the Egyptians and later brought into Italy. This pack is reproduced in its entirety in the illustrations. Cards used for educational purposes are also thoroughly treated.

Wells, Carolyn. The lover's Baedeker and guide to Arcady; with 20 ils. and a cover by A. D. Blashfield, and maps by G: W. Hood. N. Y., Stokes. c. 8+2+115 p. D. \$1 n.

Contents: Arcady and its environs; Topography; Routes; Roads out of Arcady; Season; Climate; Time; Calendar; Money; Custom House; History; Hotels; Restaurants, etc. Guide book, aptly illustrated, for all lovers, dealing with all the phases of their bliss and sorrow—a real guide through the labyrinths of Love's Paradise.

West, Paul. Just boy; with il. by Reginald Birch. N. Y., Doran. c. '09-'12. 7+249 p. D. \$1.20 n.

"The Boy Skurge," as he delights to sign himself, has removed with his parents to a small New England town, whence he scribbles to his "Cous. Gorge," absurdly misspelt accounts of his adventures and shortcomings. His letters are a record of the misunderstood conspiracy of boyhood; imagination is his wishing-stone by which he can change himself at will into an Indian or a pirate. Even when his intentions are philanthropic, he not infrequently does damage. He is a mischievous, healthy young specimen, pronouncedly American. We get a humorous glimpse of the world as seen through a child's eyes—a topsy-turvy rushing world, which seems specially invented to puzzle and make fun for little boys.

White, Stewart E: The land of footprints; il. from photographs by the author and two drawings by Philip R. Goodwin. Garden City, N. Y., Doubleday, Page. c. 10+440 p. D. \$1.50 n.

For a year author of "The cabin," "The rules of the game," etc., wandered and hunted in Africa. He observed the life he found there very carefully, and in this book recounts what he saw and did. Rhinos, monkeys, lions, hippos, all are told of in the intimate way that gives the reader vivid pictures of them, and besides all this the natives, who act as guides, are considered as human and interesting beings, and not, as is generally the case in such works, as mere necessary parts of camp equipment. Book was announced under title of "The last frontier."

Williamson, C: Norris and Mrs. Alice Muriel Livingston. The heather moon. Garden City, N. Y., Doubleday, Page. c. 446 p. D. \$1.35, fixed.

The story opens with Barribel MacDonald, a girl of nineteen, almost a prisoner in her grandmother's house. She has been kept in ignorance of her parents, whom she has never seen. She knows that her father is dead. The attic of the old house has always been a place of alluring mystery from which she has been carefully excluded, and when one day she slips in she learns the truth. That night, after being sent to her room as a punishment, she rolls what little treasures she has in a bundle and sets out for London. It is the story of her adventures which makes the tale. Scotland is the setting.

Wright, Kate A. [Mrs. Athelstan Mellersh], comp. Sweet songs of many voices. Bost., Caldwell. 242 p. D. \$1.25 n.

Collection of poems by many authors.

Wright, Mrs. Marie Robinson. Mexico; a history of its progress and development in one hundred years. Phil., G. Barrie & Sons. c. '11. 511 p. il. pls. por. f°, \$10.

BOOK TRADE EXPORTS AND IMPORTS FOR JULY, 1912.

A summary statement of the value of the imports and exports of paper and of books and other printed matter of the United States for July, 1912, and for the seven months ending the same, compared with the corresponding periods of 1911.

Imports and Exports of Printing Paper.

Quantities and Values of Paper of Domestic Manufacture Exported from the United States.

| | July | | | | 7 months ending July | | | |
|----------------------------|------------|-----------|------------|-----------|----------------------|-------------|------------|-------------|
| | 1911 | | 1912 | | 1911 | | 1912 | |
| | Quantities | Values | Quantities | Values | Quantities | Values | Quantities | Values |
| PRINTING PAPER— | | | | | | | | |
| NEWS PRINT.....lbs | 7,542,155 | \$176,284 | 11,752,537 | \$275,804 | 57,155,173 | \$1,412,355 | 67,497,622 | \$1,655,949 |
| Exported to— | | | | | | | | |
| United Kingdom..... | 1,123,158 | 25,636 | 947,107 | 21,923 | 9,541,142 | 237,305 | 4,960,582 | 124,209 |
| Canada..... | 383,117 | 9,026 | 685,524 | 13,872 | 3,358,640 | 79,233 | 6,110,507 | 126,541 |
| Mexico..... | 44,005 | 1,070 | 58,009 | 1,343 | 977,407 | 29,384 | 1,478,675 | 36,295 |
| Cuba..... | 337,202 | 7,594 | 1,000,827 | 22,707 | 2,967,510 | 70,542 | 5,254,362 | 121,658 |
| Argentina..... | 3,040,626 | 73,338 | 4,312,767 | 107,696 | 17,866,867 | 423,944 | 20,996,075 | 516,365 |
| Chile..... | 337,231 | 7,810 | 109,650 | 2,802 | 4,699,731 | 111,657 | 1,279,830 | 32,677 |
| Australia and Tasmania | 1,684,618 | 36,310 | 4,418,336 | 99,410 | 14,457,399 | 370,875 | 22,162,473 | 575,095 |
| Other countries..... | 597,198 | 15,500 | 220,317 | 6,051 | 3,686,477 | 89,415 | 5,255,118 | 123,109 |
| All other.....lbs. | 1,727,094 | 87,842 | 2,806,946 | 129,084 | 16,493,659 | 767,323 | 15,357,865 | 799,099 |
| Total printing paper..lbs. | 9,269,249 | 264,126 | 14,559,483 | 404,888 | 74,048,832 | 2,179,678 | 82,855,467 | 2,435,048 |

Quantities and Values of Paper Imported from Other Countries.

| | July | | | | 7 months ending July | | | |
|-------------------------------------------------------|------------|-----------|------------|-----------|----------------------|-------------|------------|-----------|
| | 1911 | | 1912 | | 1911 | | 1912 | |
| | Quantities | Values | Quantities | Values | Quantities | Values | Quantities | Values |
| PRINTING PAPER, FOR BOOKS AND NEWSPAPERS | | | | | | | | |
| Valued at not above 2½ cts. per pound.....lbs. } free | | | 8,100,648 | \$152,448 | | | 47,668,133 | \$901,135 |
| per pound.....lbs. } dut. | 8,593,967 | \$158,706 | 3,468,316 | 67,633 | 64,725,686 | \$1,219,116 | 22,080,741 | 438,752 |
| All other.....lbs.....dut. | 650,068 | 30,304 | 340,860 | 19,070 | 5,039,146 | 391,786 | 3,222,610 | 173,709 |
| Total.....lbs. | 9,244,035 | 189,010 | 11,909,824 | 239,091 | 69,764,834 | 1,610,502 | 72,971,484 | 1,513,596 |
| Imported from— | | | | | | | | |
| Germany..... | 169,750 | 8,545 | 63,327 | 5,122 | 1,325,588 | 103,365 | 393,514 | 28,065 |
| Canada..... | 8,397,195 | 154,870 | 11,512,206 | 218,709 | 63,432,549 | 1,190,673 | 68,706,906 | 1,316,872 |
| Other countries..... | 434,362 | 19,405 | 182,290 | 10,933 | 3,441,238 | 276,979 | 2,630,250 | 135,745 |

Imports and Exports of Books and Other Printed Matter.

Books, etc., Imported from Other Countries.

| | July | | 7 months ending July | |
|--------------------------|-----------|-----------|----------------------|-------------|
| | 1911 | 1912 | 1911 | 1912 |
| Free..... | \$240,253 | \$405,690 | \$1,537,989 | \$1,774,703 |
| Dutiable..... | 243,080 | 259,286 | 1,617,342 | 1,533,175 |
| Totals..... | 483,333 | 664,976 | 3,155,331 | 3,307,878 |
| From United Kingdom..... | \$279,273 | \$434,137 | \$1,585,643 | \$1,815,325 |
| " France..... | 26,610 | 23,098 | 194,161 | 199,917 |
| " Germany..... | 101,705 | 145,111 | 792,504 | 742,701 |
| " Other Europe..... | 43,188 | 36,765 | 390,196 | 361,107 |
| " Other Countries..... | 32,557 | 25,845 | 192,827 | 188,828 |

Books, etc., of Domestic Manufacture, Exported from the United States to its non-Contiguous Territories.

| To Alaska..... | \$3,726 | \$38,999 | \$116,578 | \$216,143 |
|---------------------------|---------|----------|-----------|-----------|
| " Hawaii..... | 9,816 | 18,473 | 64,887 | 94,273 |
| " Porto Rico..... | 16,668 | 29,075 | 104,849 | 141,740 |
| " Philippine Islands..... | 3,393 | 6,106 | 125,812 | 196,498 |
| Totals..... | 33,603 | 92,653 | 412,026 | 648,654 |

Books, etc., of Domestic Manufacture, Exported from the United States to Foreign Countries.

| To United Kingdom..... | \$100,056 | \$167,007 | \$798,519 | \$897,539 |
|---------------------------|-----------|-----------|-----------|-----------|
| " Canada..... | 264,228 | 413,550 | 2,110,287 | 2,532,485 |
| " Mexico..... | 19,302 | 11,737 | 159,673 | 122,160 |
| " Cuba..... | 19,286 | 13,934 | 140,684 | 204,652 |
| " Brazil..... | 3,473 | 17,579 | 98,641 | 114,713 |
| " British Oceania..... | 31,803 | 36,257 | 170,769 | 163,088 |
| " Philippine Islands..... | 3,393 | 6,106 | 125,712 | 196,498 |
| " Other countries..... | 130,402 | 154,638 | 953,897 | 1,038,144 |
| Totals..... | 571,883 | 820,808 | 4,558,182 | 5,269,279 |

Values of Exports of Books and Other Printed Matter, of Foreign Manufacture.

| Books and other printed matter. Free of Duty..... | \$1,424 | \$2,001 | \$11,414 | \$21,450 |
|---------------------------------------------------|---------|---------|----------|----------|
| Books and other printed matter. Dutiable..... | 3,722 | 2,102 | 37,038 | 25,980 |

Books, etc., remaining in warehouse July 31, 1911, \$75,043. July 31, 1912, \$74,012.

The Publishers' Weekly

Subscription Rates

One year, postage prepaid in the United States, \$4.00; foreign, \$5.00.

Single copies, 10 cents. Educational Number, in leatherette, 50 cents; Christmas Bookshelf, 25 cents.

Advertising Rates

| | |
|-------------------------|---------|
| One page..... | \$25 00 |
| Half page..... | 14 00 |
| Quarter page..... | 7 00 |
| Eighth page..... | 4 00 |
| One-sixteenth page..... | 2 00 |

The above rates are for unspecified positions. Special rates for preferred position (full pages only).

Higher rates are charged for the Summer Reading, Educational Number and Christmas Bookshelf, and for the monthly Book Review supplement sections.

Advertising copy should reach us Tuesday noon—earlier, if proof is desired out-of-town. Forms close Thursday noon.

Under the heading "BOOKS WANTED" booktrade subscribers, under their own names, are given five nonpareil lines (exclusive of address) free advertisement for specific books out of print in any issue except special numbers, but not exceeding 100 lines a year. If over five lines are sent the excess is at 10 cents a line. Books not out of print, unspecified wants, repeated matter, and all advertisements from nonsubscribers cost 10 cents a line. Objectionable books are excluded so far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put (Cash) after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY, does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privilege of advertising should occasion arise, booksellers should take usual precautions in extending credit.

"Books Wanted" must be designated by actual title, not by "any."

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is

not responsible for errors. Parties with whom there is no account must pay in advance.

Under "BOOKS FOR SALE" or for other small undisplayed advertisements, the charge is 10 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

INDEX TO ADVERTISERS.

| | PAGE |
|--------------------------------------|------------|
| Baker & Taylor Co..... | 1617 |
| Baker's Great Bookshop..... | 1615 |
| Bobbs Merrill Co..... | 1575 |
| Books for Sale..... | 1615 |
| Books Wanted..... | 1608 |
| Bookseiler (The)..... | 1617 |
| Cazenove (C. D.) & Son..... | 1615 |
| Classified Advertising..... | 1606-1608 |
| Clique (The)..... | 1617 |
| Dodd, Mead & Co..... | 1579, 1586 |
| Doran (G. H.) Co..... | 1580 |
| Doubleday, Page & Co..... | 1585 |
| Editor (The)..... | 1619 |
| Edwards (Francis)..... | 1615 |
| Electrical Testing Laboratories..... | 1616 |
| George (Henry)..... | 1615 |
| Help Wanted..... | 1615 |
| Houghton Mifflin Co..... | 1577 |
| Jenkins (W. R.) Co..... | 1615 |
| Kay Printing House..... | 1617 |
| Kellogg (A. H.) Co..... | 1617 |
| Lippincott (J. B.) Co..... | 1620 |
| Little, Brown & Co..... | 1584 |
| McClurg (A. C.) & Co..... | 1616 |
| Oxford University Press..... | 1618 |
| Putnam's (G. P.) Sons..... | 1578 |
| Reilly & Britton Co..... | 1582, 1583 |
| Reveil (F. H.) Co..... | 1576 |
| Rosenthal (Ludwig)..... | 1616 |
| Scribner's (Charles) Sons..... | 1573, 1574 |
| Situations Wanted..... | 1615 |
| Spencer (Walter T.)..... | 1616 |
| Stewart & Kidd Co..... | 1581 |
| Tapley (J. F.) Co..... | 1616 |
| Terquem (J.) & Co..... | 1616 |
| Wycil & Co..... | 1616 |

CLASSIFIED ADVERTISING

One line, \$5; two, \$8; three, \$12; four, \$15 a year.

BOOK MANUFACTURING

COMPLETE BOOK MANUFACTURING

Braunworth & Co., 16 Nassau St., Brooklyn, N. Y. Near Brooklyn Bridge. Composition, electrotyping, printing and bookbinding. Large and complete facilities for book making. Write for representative to call. Consultation invited.

Burr Printing House, Frankfort and Jacob Sts., New York. Complete facilities for composition, electrotyping, presswork and binding.

The De Vinne Press, 395 Lafayette St., New York. Fine Book Work, Illustrated and Plain. Privately Printed and Limited Editions. Magazines and Catalogues of All Descriptions. Electrotyping, Cloth and Pamphlet Binding.

The Trow Press, 201-213 E. 12th St., New York. Modern machinery and large facilities for complete manufacturing of books and magazines. Composition, electrotyping, presswork and binding all under one roof. Also fine color work and high grade catalogs.

COMPOSITION AND PRESSWORK

William J. Dornan, 701 Arch St., Philadelphia, Pa. Monotype typesetting. Long experience in medical, chemical, and mathematical work. Modern pressroom. Color work. Private Library Catalogs.

William G. Hewitt, 61-67 Navy St., Brooklyn, N. Y. Manufacturer of books, catalogs and magazines at the best competitive prices. Composition, electrotyping, stereotyping, presswork and pamphlet binding.

Write to L. H. Jenkins, Richmond, Va., for the manufacture of books, composition, printing or binding. Large plant devoted exclusively to edition work. Work for publishers a specialty. Right prices.

The Knickerbocker Press, New Rochelle and 2 West 45th Street, New York (G. P. Putnam's Sons). Extensive and up-to-date facilities for every description of printing, binding and general book-manufacturing.

J. B. Lyon Company, Albany. Law and subscription book makers. General printers. Twenty-five composing machines, forty presses. Complete electrotype and stereotype foundries and binderies.

The Merrymount Press, D. B. Updike, 232 Summer St., Boston, undertakes all classes of printing which demand fine types, good press-work, accurate proof-reading and tasteful typographic treatment.

The Norwood Press, Norwood, Mass. J. S. CUSHING Co., Composition and Electro. BERWICK & SMITH Co., Presswork. E. FLEMING & Co., Binding. New York Office: N. J. SMITH, 32 Union Square.

The Plimpton Press, Norwood, Mass., New York Office, 70 Fifth Ave. All kinds of Book Printing. Binding in Cloth and Fine Leather. "Perfect Book-making in its Entirety."

COMPOSITION AND PRESSWORK—Continued

The Rockwell & Churchill Press, 291-293 Congress St., Boston. Book Composition, Electro., and Presswork. High grade work; prompt service.

Scientific Press, 135-137 Johnson St., Brooklyn, N. Y. Music Books; High grade mathematical book work, Linotype and Monotype composition. Plate alterations a specialty.

C. H. Simonds & Co., 297 Congress St., Boston. Book Composition, Linotype, Monotype. Flat-bed and Perfecting Presswork. Large facilities.

Stanhope Press, F. H. Gilson Company, 54-60 Stanhope St., Boston. Music Books, Mathematical Books Composition, Electrotyping, Printing and Binding.

CLOTH AND LEATHER BINDING

The American Book Bindery, Office, 265 Cherry St., New York. Editions bound in cloth and leather. Capacity, 20,000 books daily. Prompt and reliable.

Braunworth & Co., 16 Nassau St., Brooklyn, N. Y. Near Brooklyn Bridge. Cloth and Leather Binding in all branches. Careful attention to detail. Special methods for promptly handling large editions. Write and our representative will call.

The Butler Ward Company, 497 Pearl St., near Centre St., New York. Cloth and leather edition work.

Thomas Y. Crowell Co., 426-428 West Broadway New York. Edition binding of all kinds.

Eugene C. Lewis Company, 214-218 William St., New York. Cloth, Leather, Edition and Catalog Binding. Also high-class pamphlet work.

George McKibbin & Son, Leather and Cloth Edition Binding; also Flexible Work. 78-80 Walker St. (near Broadway), New York.

Plister Book Binding Co., 141-145 East 25th St., New York. Cloth and leather edition work, and job book binding.

J. F. Tapley Co., 531-535 West 37th St., New York. Complete Edition bindery for cloth and leather work. No order too large or too complicated for us—"Taplex" Bindings.

The Trow Press, 201-213 E. 12th St., New York. Unexcelled facilities for large editions of cloth, leather and pamphlet binding. All under one roof.

H. Wolff, 518-534 W. 26th Street, New York. Bindery completely equipped for edition work in cloth, half leather, and full leather. Capacity, 100,000 books per week.

EXTRA BINDING FOR THE TRADE

Henry Blackwell, 10th Street and University Place, New York. Plain and artistic Bookbinding, in all varieties of leather, singly or in quantities

Ernst Hertzberg & Sons, 64 West Randolph St., Chicago. Hand-made books. Best equipped bindery in country. Newest designs, restoring, inlaying, etc. Prices reasonable. Gold medal, St. Louis, 1904.

The Knickerbocker Press, New Rochelle and 2 West 45th Street, New York (G. P. Putnam's Sons). Highest grades of extra binding in Levant, Morocco, and Calif.

James Macdonald, 132 West 27th St., New York. Established 1880. Leather art binding for sets or single vols. Inlaying, mending, cleaning a specialty.

Stikeman & Co., 110-114 West 32d St., New York. All styles of binding in leather, single volumes or in quantities. Mending, inlaying, etc. Cases for rare editions.

The Trow Press, 201-213 E. 12th St., New York. A large staff of expert and experienced craftsmen who have an artistic sense as well as mechanical ability. No better extra binding is produced than is done here.

BOOKBINDERS' CLOTHS

Becker Supply Co., 24-26 East 13th St., New York. Importers and dealers of fine extra cloth and selling agents for the New Crown Bindings.

Fab-rik-o-na Mills, Bloomfield, New Jersey. Manufacturers of Wiboco Book Cloths. Sample books furnished on request. H. B. Wiggin's Sons Co.

The Holliston Mills, of Norwood, Mass., manufacturers of fine book cloths in all styles, colors, and patterns. New York office, No. 67 Fifth Avenue. Sample books furnished.

PAPER MANUFACTURERS.

The Wanaque River Paper Co., 290 Broadway, New York City. Manufacturers of Supatone, also Super and M. F. Book Papers.

DIE CUTTERS AND ENGRAVERS

Becker Bros. Engraving Co., 26 East 13th St., New York. Fully equipped for artistic designing and die cutting. Established 1880.

HALF-TONE and OTHER PLATES

The Hagopian Photo-Engraving Co., 39 East 20th St., New York. Pioneers in the development of photo-engraved plates.

COLOR PROCESS PLATES

Gatchel & Manning (Estab. 1889), Philadelphia. DESIGNERS, ILLUSTRATORS, ENGRAVERS, in one or more colors, for Publishers and Printers.

COLOR PRINTERS

C. S. Hammond & Co., Sales Department, 30 Church St.; Offices and Works, 22 Thames St., N. Y. Map specialists. Color printing for trade.

TRANSLATIONS FROM AND INTO FOREIGN LANGUAGES

General School of Languages, 223 E. 124th St., N. Y. From and into Engl., French, German, Spanish, Italian, etc., commercial, techn., scientific.

INDEXING

C. H. Denison's Index, also flat indexing and gold lettering. D. T. S. DENISON, 132 E. 23rd St., N. Y.

BOOK TRADE SPECIALTIES**RARE BOOKS AND AUTOGRAPHS**

Dodd & Livingston, Fourth Ave. and 30th St., N. Y. City. Dealers in Rare Books, Autograph Letters, Manuscripts. Correspondence invited.

Ludwig Rosenthal's Antiquarian Bookstore, Hildegarstrasse 14, Munich, Germany. Enquiries solicited.

MAGAZINES—BY SUBSCRIPTION

Crowley the Magazine Man, Inc., 329 1/2 Third Ave., N. Y. City. Wholesale only. Price Book on request.

MAGAZINES—BACK NUMBERS

American Magazine Exchange, St. Louis Mo.

Back Numbers of Magazines supplied by HENRI GERARD, 83 Nassau St., New York.

The Boston Book Co., Boston, Mass. Complete files and back volumes of magazines.

Back vols. and nos. of magazines supplied. PHILADELPHIA MAGAZINE DEPOT, 326 N. 10th St., Phila., Pa.

A. S. Clark, Peekskill, N. Y. "Out of print" Books and Pamphlets. Magazines, both common and scarce.

The Cut Rate Book Co., 20 E. 7th St., Cincinnati, O.

Medical and Chemical Periodicals exclusively. B. Login & Son, 1328 3d Ave., N. Y.

FOREIGN BOOKS

International News Co., 83 & 85 Duane Street, New York. Importers of Foreign Publications.

FOREIGN BOOKS—Continued.

William R. Jenkins Co., 851 and 853 Sixth Ave., cor. 48th St., New York. Books in French, German, Italian, Spanish and other foreign languages.

Lemeke & Buechner, 32 West 27th St., New York. All foreign books and periodicals.

Schoenhof Book Co., Boston, Mass. Foreign Books of all description. Tauchnitz Coll. Catalogues.

F. C. Stechert Co., Inc., 29-35 West 32nd St., New York. Domestic and foreign books and periodicals.

G. E. Stechert & Co., 151-155 West 25th St., New York. Importers of Books and Periodicals.

E. Steiger & Co., 49 Murray St., N. Y., carry the largest stock of German publications in all departments. Books for learning 250 languages. Prompt importation of books and periodicals from all countries.

DIARIES

B. W. Huebsch, 225 Fifth Ave., New York. Annual and Perpetual Year Books. A popular diary.

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C. S. Hammond & Co., 30 Church St., N. Y. Atlases, School Maps, State Maps, Road Maps, Globes.

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Phonographic Institute Co., Cincinnati, O. Publishers of the Benn Pitman System.

Isaac Pitman & Sons, 2 West 45th St., New York.

STATIONERY NOVELTIES

William J. Burkhardt, 165 Danforth Ave., Jersey City. Unique Holiday Novelties, Die Stamped Christmas Cards, Post Cards, Calendars, Penwipers

TRADE LISTS, FAC-SIMILES, ETC.

The Trow Directories and Trade Lists, 202 E. 12th St., New York. Lists of all businesses and professions in U. S., Canada, and Foreign. Fac-simile letters, folding, addressing and mailing.

DIRECTORIES FOR THE BOOK TRADE

Directory of Booksellers in U. S. and Canada; Directory of 1500 of the best Public Libraries in U. S. and Canada, with name of librarian; list of 1300 Private Collectors of Books, together in one vol., \$5.00. PUBLISHERS' WEEKLY, 298 Broadway, N. Y.

BOOKS WANTED.

Adelbert College Library, Cleveland, O.

Ames, Some Peculiar Laws and Customs of Colonial Days. Phila., 1905.

Bovill, Hungary and the Hungarians. McClure, 1908.

Friedenwald, Declaration of Independence. Macmillan, 1904.

Laughlin and Willis, Reciprocity, 1903.

F. G. Allen, 78 Genesee St., Auburn, N. Y.

Tappan's Story Hour, 1st vol.

Dickens, Oliver Twist, 3d and 4th vols., dark green cloth. Pub. by Sheldon & Co., 1864, Household ed.

Allen Book and Printing Co., 454 Fulton St., Troy, N. Y.

Poets and Poetry of Ireland, Williams. H. M. Co. Applied Mechanics, Rankine.

Life of Conradt Weiser. Reading, Pa., 1876.

Golden Dog, Kirby.

Amer. Bapt. Pub. Soc., 514 N. Grand Ave., St. Louis, Mo.

Works of Mrs. Mascet, 1800.

Amer. Bapt. Pub. Soc.—Continued.

History of the Councils, by Hardouini, in English. History of the Church, by Claude Fleury, in English.

American News Co., 11 Park Place, N. Y.

F. Rene I. Holaind's Natural Law and Legal Practice. Benziger.

Antique Book Store, Toledo, O.

Vols 9 & 12 U. S. Stat. at Large.

Ill't'd Bk. Great Bridges of the World.

Marshall, Political Economy.

F. S. Bailey, University Block, Syracuse, N. Y.

Dracula, by Bram Stoker.

In the Midst of Life, Bierce.

Ireland and the Celtic Church, Stokes.

W. T. Baird, 4004 Ellis Ave., Chicago, Ill.

Black Diamonds, by Pallard.

J. P. Baldwin, 108 W. 12th St., Kansas City, Mo. [Cash].

London, People of the Abyss.

LeFanu, Bird of Passage.

J. E. Barr & Co., 1124 Walnut St., Phila., Pa.

War of 1812, by an American. Baltimore, 1816, illustrated.

War of 1812. Phila., 1816, illustrated.

Mrs. Leslie's Cook Book, 1st ed.

Wealth of Friendship, Gonsalus.

Daily Readings, E. Chesney.

Portrait of Lincoln (framing size) Sharpening Pencil for 'Tad, from Gardner's photograph.

N. J. Bartlett & Co., 26 Cornhill, Boston.

Smalley's Works, 2 vols.

Whymper's Mattahorn.

Alladin, etc., trans. of Payne, vellum. London, printed for subscribers only.

A. A. Beauchamp, 48 Cutting St., Winchester, Mass.

Diary of a Physician, cir about 1840.

Christian Science Journal, 1883 to 1890.

Journal of Christian Science, any numbers.

No and Yes, Eddy, a pamphlet, 1st ed. only.

Catalog of Teachers Seminary located at Plymouth, N. H., for year 1837-8. Pay \$5.

All books and pamphlets of the Great Pyramid.

H. H. Beidleman, 585 Park Pl., Brooklyn, N. Y.

Gilman, Human Work.

Gladstone, Government of Ireland Bill.

Griswold, Descriptive List Romantic Novels.

Howe, Emergencies.

G. W. F. Blanchfield, 43 Elm St., Hartford, Conn.

Hartford Courant, nos. or vols. previous 1820.

Conn. Acts and Statutes up to 1835.

Cycling Magazines and Weeklies, about 1898-1902.

G. Blatchford, Pittsfield, Mass.

Facts I Ought to Know about My Country's History. Pub. by W. H. Bartlett, Worcester.

The Boston Book Co., 83 Francis St., Fenway, Boston.

Congregational Rev., Ap., 1867, \$1.

Jour. of Geography, Sept., 1905.

The Western, Oct., 1877.

Bowling Green Book Shop, 81 New St., N. Y.

The Buyer's Manual and Business Guide, 1872.

Dodson, Campaigns of Wheeler.

Alexander, Military Memoirs of a Confederate.

Harris, Wally Wandervan, 1903.

Landon, Eli Perkins Thirty Years of Wit.

C. L. Bowman & Co., 225 5th Ave., N. Y.

Music Lovers Library, 7 vols., cloth.

Brentano's, 5th Ave. and 27th St., N. Y.

Century Encyclopadia of Names.

Taine, Philosophy of Greek Art.

Hallam's Constitutional History of England, 2 vols. London.

Babbage, Calculating Engines, Their History and Construction.

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Five Years at Panama, Nelson.

Brentano's 1228 F St., N. W., Washington, D. C.
Hamilton Smith, Jr., Hydraulics, 1886.
Ridgely, Old Brick Churches of Maryland.
Rosco, The Masculine Cross and Ancient Sex Wor-
ship.
J. L. Gordon, Ballads of the Sunlit Years, 1894.
H. H. Bancroft, Works Relating to Central America,
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Jones, A Rebel War Clerk's Diary.

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United States Monetary Commission, 1876.

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Bryan's Dictionary of Engravers. Macmillan.
Spencer's Inventive Geometry.
Letters to G. G. Holt.
Rosewater's Special Assessments. Macmillan.

J. W. Cadby, 50 Grand St., Albany, N. Y.

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Krez, Gedichte. Pub. in Milwaukee.

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Chicago Medical Book Co., Chicago, Ill.

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The City Library, Springfield, Mass.

Le Bon, Psychology of Peoples, 1898.

Clapp & Leake, 70 N. Pearl St., Albany, N. Y.

l'arsonage between Two Manors, by Gibbard. Pub.
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Cantlie and Jones, San Yab Sen and the Awakening
of China.

China Mission Year Book, 1910 and 1911.

Lewis, Educational Conquest of the Far East.

Lowe, Medical Missions, Their Place and Power.

Miner, China's Book of Martyrs.

Anthon's Caesar; Orations of Cicero; Homer.

Bross, History of Chicago, 1876.

Flandreau (C. S.), Sioux War, 1862.

Girty (Simon), Life of.

McClellan, Life and Campaigns of Maj.-Gen. J. E. B.

Stuart.

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Keene, N. H., 1802.

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thor), 1802.

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W. M. Corbett, 62 W. 38th St., N. Y.
Social Register, 1911. Chicago.
Book Prices Current, 1908.

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Hudson River Portfolio, folio (1821).

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Maine Hist. Soc. Coll., Ser. 2, v. 8, 9, 10; Ser. 3, v. 1.

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St. Nicholas, Dec., 1873.

Humphrey's Book Store, 21 Bromfield St., Boston.
Ohio State Sewerage Report, 1908.
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Ecclesiastical Rev., Oct., '90; Dec., '95; Feb., '96.
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Garden and Forest, N. Y., vols. 1, 3, 4, 8, 10.
Harper's Weekly, 1888 and 1896.
House and Garden, Apr., June, '06; July, Aug., Dec., '09; March and Oct., 1911, to date.
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Annals of Surgery, 16-20.
Index Medicus, vols. 17-21.

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De Quincey, Confessions. Bost., 1852.
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Harland, Home of the Bible.
Tribune Almanac, 1887.
Trask, Little Town of Bethlehem.
Encyclopedia Britannica, 11th ed., thin paper.
Cole's History of Rockland Co.
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Graydon's Memoirs. Harrisburg, 1811.
Negro Plot, by Daniel Horsmanden. N. Y., 1811.
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John Bull and His Island.
Jonathan and His Continent.
Public Library, Brookline, Mass.
Huish, Marcus B., Samples and Tapestry Embroid-
eries. Fine Art Society, London, 1909.
G. P. Putnam's Sons, 2 W. 45th St., N. Y.
Culprit Fay, Literary Gem Series.
Loti, Rarha.
Life of Chinese Gordon, 2 vols.
Bronson, Domestic Mfrs. Asst. and Family Direc-
tory in the Art of Weaving and Dyeing. Utica,
1817.
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Among the Sioux.

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Ruoff, Henry W., The Century Book of Facts.
Penn.-German Society Proceedings, vol. 9. Phila.,
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American Historical Review, April, 1911.
Classical Philology, April, 1906; October, 1911; January, 1912.
Religious Education, vol. 1, nos. 1, 2, 3, 4 and 5;
vol. 2, nos. 1, 2, 5, 6; vol. 3, nos. 1, 3, 4, 5.
International Labor Office Bulletin, vol. 1, nos. 4,
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Century Cyclopaedia of Names.
Klaczko, Rome and the Renaissance.
Ebers, Serapis. Appleton.

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Annals of Manhattan, vol. 1.
Galaxy, Feb., 1863; May, 1868.
Idler, Feb., 1892, to Jan., 1893.
Overland Monthly, July, Aug., Sept., Oct., 1868.
Yankee Notions, May, 1865. All in numbers.

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Bradley, C. S., Methods of Changing the Constitutions of the States.
DeWolf, Austin, Town Meeting: Manual of Mass. Law.
Stollard, J. H., Problem of Municipal Govt.
Peddler, Right Hon. Jos. Chamberlain.
Gross, Index to Laws of Ill., 1818-1869, not printed in Gross Statutes of 1869.

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Transactions of the American Society of Civil Engineers, vols. 46, 68, 69, 71.
Society for the Promotion of Engineering Education, Bulletin, vol. 1, nos. 4, 5, 6.
Western Chemist and Metallurgist, vol. 5, no. 8, August, 1909.

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Southern Historical Society Papers, vol. 10.

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Wilmington Inst. Free Lib., Wilmington, Del.

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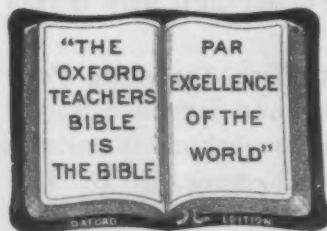
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Beginning with the 19th year of publication in January, *THE EDITOR* (The Journal of Information for Literary Workers) will be issued twice each month. *THE EDITOR* will inaugurate, at the same time, a special publishers' rates for advertising. This rate will be \$16 a page, net, in force until December of 1913, to publishers whose contracts are arranged before the paid-in-advance subscription shall number 9,000. At present the subscription exceeds 8,000. The special publishers' rate is \$2 each page a thousand paid subscribers—a lower unit-rate than is maintained by any publication which reaches readers whose principal interests are literary.

Publishers who attend to the purchase of books for their authors will realize the extent to which writers are book-buyers. In the September number of *THE EDITOR* one line in an advertisement was given to mention "Wit and Humor of Colonial Days," Holliday. Direct orders for two copies of the book were received within the month of publication. A one-eighth page advertisement brought direct orders for seven copies of a book which sells at \$2 net.

All advertisements save those on cover pages face reading matter. Publishers' advertisements will face pages of "The Literary Market," a department, in which *THE EDITOR* prints statements from editors outlining their requirements, and other news, of new and old magazines, of practical value to writers.

The rate for all other advertisements than those of publishers will remain \$40 a page each insertion.

A limited amount of space at the special rate may be ordered for use in the December number. Forms close December 20th.

THE EDITOR, RIDGEWOOD, NEW JERSEY

A Memo for the Holidays of Books to be recommended to the Novel Reader

The Lady Doc ^{2nd} Large Edition

By CAROLINE LOCKHART, author of "Me-Smith."

The Leading Western Novel of 1912.

the Traveller

The Flowing Road

By CASPAR WHITNEY.

The 1912 Great Travel Book of Adventure.

the Sportsman and Nature Lover

Wild Life and the Camera

By A. RADCLYFFE DUGMORE.

Incomparable photographs of Big Game in America.

the Suffragette and Others

The Advance of Woman

By MRS. JANE JOHNSTONE CHRISTIE.

The Book of the Woman Question.

the Artist and Panama Traveller

Joseph Pennell's Pictures of the Panama Canal

A Wonderful Art Interpretation of the Greatest Engineering
Triumph of the Ages.

J. B. LIPPINCOTT COMPANY, PUBLISHERS
PHILADELPHIA